TRADE AND INDUSTRY

15 March 1973 Volume 10 No 11 10p

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Nature of Business_____

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'All sold' at Lagos

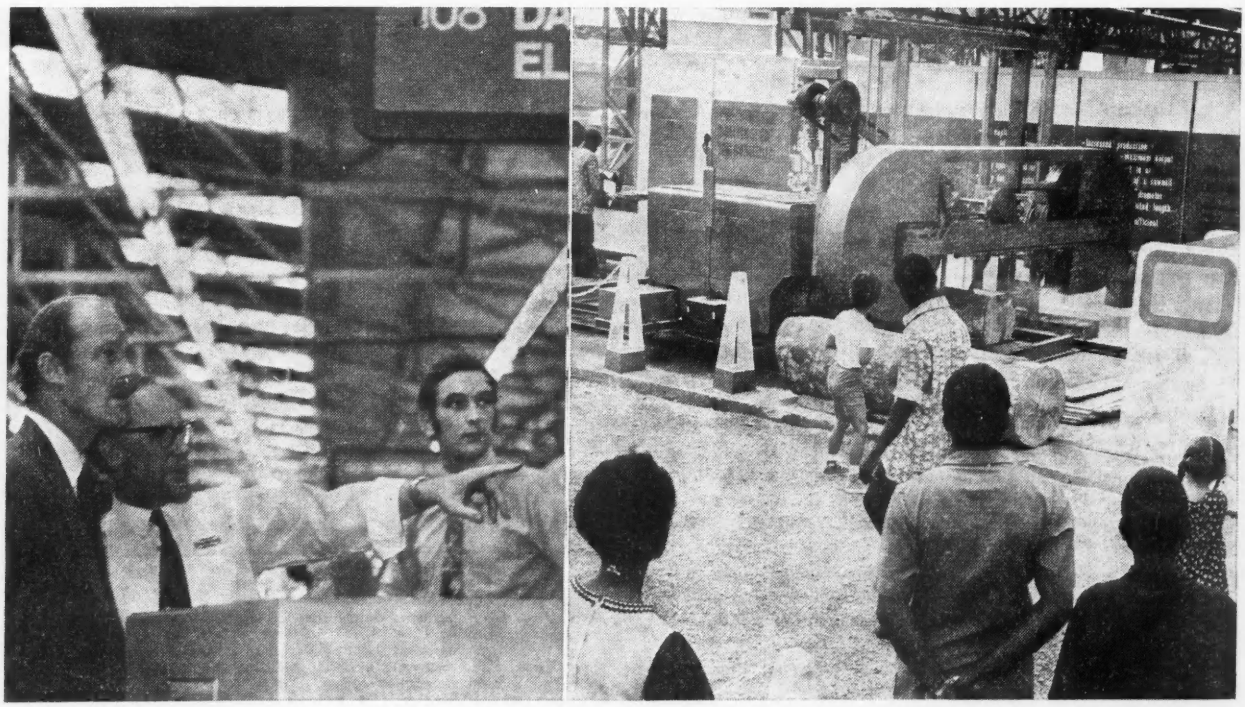
by John Parker, British Overseas Trade Board

LAST Autumn there was a barren site in the grounds of the Federal Palace Hotel in Lagos where the lizards played. Then came the British in the shape of the Fairs and Promotions Branch of the Department of Trade and Industry to organise what was to become the largest ever industrial trade fair of its kind in Africa. Over 300 firms, either exhibiting directly or through local agents, showed over 3,000 types of machinery and equipment, and some 400 British salesmen and technical experts were on the spot. All with something to offer a nation of an estimated 60 million people with whom 'each way' trade has been traditionally high—and can go much higher.

'Trade in such volume (over 250 million Naira either way) and with such consistency has made Nigeria the most important of all the developing countries as a trading partner for Britain.' So said Lord Limerick, Parliamentary Under-Secretary of State for Trade at the DTI when he attended the opening ceremony (reported last week). 'Nigeria is in the "top twenty" of our major export markets.' Lord Limerick made six separate visits to the Exhibition in four days.

The Exhibition ran for seven days from February 26 to March 4. It might have run for weeks but, truth to tell, it was 'all sold' almost before the finish. Orders of up to £500,000 were announced on the first day and by the end of the Exhibition people were talking in multi-millions. But you cannot measure success in cash terms alone and early figures can be only a rough measure. More impressive in the eyes of many exhibitors were the number of really firm inquiries received; not footling time-consuming vagaries but the sort which make it worthwhile for firms to stay on in Nigeria for as long as it takes to follow them up and secure orders. Upwards of 15,000 'hard trade men' visited the Exhibition from all parts of Nigeria—and in addition the DTI through the British High Commission in Lagos invited high ranking Ministers, Commissioners, chief engineers, architects, Water Board managers, transport managers, industrial development officers; all people likely to influence trade.

A typical comment about the quality of visitor and the value of exhibitions like this in general was made by Mr. Peter Slater, assistant export manager of Dorman Diesels Ltd. His firm have been exporting to Nigeria for many years. 'In seven days,' he said, 'you can meet as many if not more, probable customers than you would be able even to contact in seven months.' Invaluable because apart from travelling to all parts of Nigeria after the Exhibition, Mr. Slater is visiting other West African countries. An exhibition the size of Lagos stimulates such visits and the word gets around that Britain means business. And it encourages the local agents. Frederick Parker Ltd. of Leicester took over £100,000 worth of orders for road plant 'and we are confident of many more sales to come' said Mr. A. J. Hill their overseas sales director. 'The response has been overwhelming from all over Nigeria—I am staying on to follow up as many as I can,' said Mr. B. J. Vinton,



Lord Limerick (left) on the stand of Dawson-Keith Electric Ltd. in the main hall of the Exhibition. An area of 148,000 sq. ft. was occupied in the grounds of the Federal Palace Hotel. The many outside exhibits included this log bandmill (right), made by Forest and Sawmill Equipments (Engineers) Ltd. of Putney.

export manager of the Gilbert Group, Wallington, Surrey, makers of bakery equipment. 'Over 100 inquiries and we have a choice of two very good local agents,' said Mr. L. N. E. St. John, managing director of Bancroft Fillers and Appliances Ltd. of Ashford, Kent—and that after only four days. A century plus as well for Mr. K. M. Burgess, export manager of Desoutter Brothers Ltd. of Hendon—and the appointment of an agent. Mr. Trevor Claffey, international sales manager at Adcock-Shipley, Leicester had clocked up 63 firm inquiries for machine tools in three days and later reached his century quite comfortably with no sign of a declaration. Mr. Derek Hadley, export sales manager of H. W. Ward and Co. Ltd., Birmingham, who make capstan lathes, said 'This has been a good show for us and we shall be following up contacts for a long time.' Rotaprint Ltd., London and Addressograph-Multigraph Ltd. of Weybridge also reported tremendous interest.

Everyone at the Exhibition seemed to do well; if not in orders taken then certainly in the extreme interest shown. Mind you there was the odd exception; the young Nigerian student who contemplated an ordinary hammer for some time and then asked for advice on the best way to maintain it! Perhaps in a way though this illustrates the point that the Nigerians certainly took the Exhibition seriously.

Nigeria is a competitive market despite traditional links—you have only to think of all the British cars which are not in the hooter-filled streets of Lagos to be aware of that fact—but sometimes unexpected sales are made. Like the film director who struck an unexpected blow for British exports. Mr. Ray Townsend of World Wide Ltd. is making a film about Fairs and Promotions for the British Overseas Trade Board and he was with his film unit in Lagos. He wanted to film a stationary piece of equipment and to liven it up for film purposes he, with the permission of the company exhibiting, invited two likely looking Nigerians to examine the equipment and talk whilst he filmed. Afterwards he thanked them for their co-operation and they said: 'Not at all—now please we should like to buy the machine!' Just before he fainted he put them in touch with the export manager.

Among other large orders announced at the exhibition were Long and Crawford Ltd., West Gorton, Manchester for electrical equipment worth £180,000; plastic bag making machinery for £25,000 by C. A. Harnden Ltd., Hyde, Cheshire; a probable £24,000 order for Mono Universal Bakery Machinery of Tulse Hill, London; a huge baking oven from Baker Perkins Group of Peterborough; and hundreds of orders of unspecified values.

Temperatures were in the low hundreds in Lagos with very high humidity. Mr. Alfred Hall, Counsellor (Economic and Commercial) at the British High Commission in Lagos paid tribute to 'the good humour and stamina of British exhibitors. A highly successful, well-timed exhibition. Very satisfactory off the stand sales and even more satisfactory inquiries which exhibitors are following up. A number of new and valuable agencies have been negotiated. Some British suppliers have come to Nigeria for the first time and are attracted by the strength of the market. The Exhibition itself has made a strong impact on Nigerians both commercially and by the technological excellence of the products offered.'

Many exhibitors want to come again and all were agreed that the Exhibition, which was sponsored by the British Overseas Trade Board, had been very well organised. Mr. W. Laidlaw of Liner Concrete Machinery Co. Ltd. of Gateshead was typical: 'This is the best British exhibition I have attended with a most comprehensive display.' Mr. P. Methold, director of Cheverton Workboats, Cowes said, 'This is the first exhibition I have been to which is organised by the DTI and the organisation is very good.' Mr. H. R. Collins, marketing manager of Dawson-Keith Electric Ltd., Croydon, said: 'Exhibiting is part of our export expansion policy. This BOTB sponsored exhibition has been excellently done—right on the button—and we were delighted that Lord Limerick of the DTI visited our stand and showed so much interest.' Many were the words of praise too for Overseas Exhibition Services Ltd. who managed the Exhibition.

So now the show is over and the work of expansion and consolidation on its success begins. The stands have been dismantled and the pavilion taken down. The work begun here by British exporters has moved on into Nigeria itself. What was once a hive of industry is again a barren—well perhaps not so barren—site in Lagos where the lizards play.

The exhibition was opened by H.E., the Military Governor of Lagos State, Brigadier Mobolajio Johnson. He is seen here on the stand of Petters Ltd. examining a model made by Hampshire grammar school children of an African village. In the right-hand picture, Lord Limerick is seen on the stand of R. T. Briscoe (Nigeria) Ltd. Exhibits by the company included hospital equipment by IBIS, Atlas COPCO pneumatic tools and Harris-Intertype setting machines.

1776 and all that

by Alan Titchener, British Trade Development Office, New York

(This article up-dates *Aspects of US Markets*—which appeared in *Trade and Industry* on November 23, 1972)

EVERY Englishman, whatever else he forgets about the history of his country, remembers the Norman Invasion. Similarly, every American, whether he be directly descended from the Pilgrim Fathers or a recent immigrant, is stirred by the recollection of 1776, when the United States were born. In school, he is reminded of 1776 each morning as he swears allegiance to the American flag. In adulthood, he is surrounded in all aspects of his life by reminders of 1776 and of its special meaning for all Americans. As the bicentennial of 1776 draws near, these reminders will be even more insistent, not least in the area of merchandise offered for sale in stores throughout the country.

An emotional response

It is not easy for foreigners to appreciate the depths of patriotic and emotional feeling engendered here by '1776'. It has in fact come to mean much more than a Declaration of Independence from a distant and unsympathetic British Government. 1776 and the years of revolutionary war which followed marked the emergence of a new nation fighting not only for independence and a new national identity but also to tame a new and wild continent. The mystique of 1776 served, and continues to serve, as the catalyst for welding a single nation from successive waves of new immigrants of widely varying ethnic and geographical backgrounds. It is, indeed, the rallying cry of a people intensely and justifiably proud of their heritage and their achievements.

It is against this background that the celebration in 1976 of the bicentennial of the American Revolution will take place. Undoubtedly, it will evoke the same attention and emotional response as a Coronation in Britain. Already, President Nixon and the American Revolution Bicentennial Commission are urging that 1976 be used as an opportunity to rededicate the nation to the improvement of the quality of life at home and the strengthening of peace abroad. In 1976, Americans will not merely look back to the events of 1776 and their subsequent achievements; they will also look ahead to the challenges of the future. Much additional patriotic feeling will be engendered in a nation already more demonstrative of its loyalties than the British. The celebrations will therefore touch every corner of American life and almost all members of American society will be directly or indirectly involved.

Relevance for US retailing

All this has particular relevance for United States retailing over the next few years. The nation's involvement in its birthday celebrations will mean that the individual consumer will be receptive to merchandise which seems in sympathy with what 1776 stands for. Merchandise reminiscent of the history of the nation, the life style of its early founders and of the colonial countryside itself will be especially popular. Given the ties with Britain which will be recalled during the celebrations, a 'Made in Britain' label will be anything but a disadvantage.

The Bi-Centennial Opportunity

A SEMINAR for British exporters of consumer goods on the opportunities implicit in the American bi-centenary is being sponsored by the British Overseas Trade Board.

It will be held on Wednesday, March 28, in the Adelphi Suite of London's Waldorf Hotel. Closing date for applications to attend is Tuesday, March 20.

Further details are available from Department of Trade and Industry, Commercial Relations and Exports Division, 1 Victoria Street, London SW1H 0ET. Tel. 01-222 7877 ext. 2647.

Replicas and reproductions

Straightforward replicas and reproductions will have a place on retailers' shelves as will, of course, antique pieces from the 'colonial' period. These are however likely to offer far less potential than contemporaty merchandise specially designed to echo 1776. Leslie Tillett,* an Englishman now living in New York, who specialises in the design of merchandise for the bicentennial, sums it up as follows:

> 'An important point to keep in mind is that the form or end-use of the original object does not have to be reproduced but can serve as design inspiration of quite another object, as for example an early butter mould we may convert to a cast iron or brass trivet, or a poster of the period may be used as the printed design for a ceramic tile. In any case, actual reproductions will be a very minor part of the whole collection, as we do not think they have a wide sales possibility, and we prefer to design new objects inspired by authentic pieces of the period.'

The message for British manufacturers

The message for British manufacturers is quite clear: well-designed contemporary lines inspired by 1776 have tremendous potential in the years before and after 1976 as well as in the birthday year itself. The range of possibilities is almost infinite. The list prepared by Mr. Tillett and published with this article offers some suggestions for design and research. But remember that others will be working on the same lines and that the competition will therefore be strong. Not only

* Leslie Tillett will speak at the Seminar in London on March 28, 1973.

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will it be necessary to enter the market early, but good design at competitive prices will be imperative. The British label should count for something but will not offset a substantial price differential.

General marketing advice was offered in the article of November 23, 1972 mentioned above. Further guidance will be available to interested manufacturers through a seminar being held at the Waldorf Hotel on March 28, 1973 at which experts on the bicentennial and its significance will speak. Why not come along and learn more about this most exciting opportunity for British consumers in the United States, a rich and varied market and our largest single export market?

See you in Williamsburg, Philadelphia and the British Trade Development Office, New York!

Lines of research

Objects originally made for export to the American colonies, and particularly those made nearest to 1776 should yield the best prospects. Their original purposes is not the important thing—they can serve as design inspiration for quite another implement. For instance, an early butter mould may inspire a cast iron or brass trivet, a poster of the period may serve as the design for a ceramic tile. Actual reproductions of the original are not expected to have a great sales potential. The following list gives some idea of the considerable range of possibilities:

General items

Toys and dolls
Art and graphics
Magazines and periodicals
Historical documents relating to the war
Recipes or descriptions of food and drink
Cosmetics, perfumes, soaps, sachets
Pharmaceuticals, apothecary jars
Musical instruments
Desk sets, notepaper, seals
Theatre material relating to the war
Tools
Ships and ship chandlers' items
Maps of America or battle plans
Card games, etc.
Hunting and riding gear
Uniforms and armament
Scales and balances
Flags and pennants
Luggage
Bird cages
British coins in use in the colonies in 1776
Coin banks
Charms, etc.
Counting tools, abacus
Stamps, seals, etc.
Replica of the original tea boxes of the Boston Tea Party
Vegetable dyes
Favourite flowers, gardening tools
Eyeglasses, optical items
Fans
Hat boxes
Menus
Trade signs, cards, etc.
Snuff boxes, particularly of persons involved
Sun dials
Wine and liquor labels

Household items

Kitchen utensils
Drapery, upholstery
Wallpapers or wall coverings
Carpets and floor coverings
Cutlery
Brass, iron, pewter, copper items
Barrels, buckets, demijohns, baskets, hampers, etc.
Small furniture like stools, chests, boxes, etc.
Lamps, candles, lanterns
Tiles
Trays
Horsehair items
Locks and keys
Indian trade goods (blankets, tomahawks, beads, etc.)
Glassware and bottles
Old moulds for iron, plaster, etc.
Fireplace items including bellows
Brooms and brushes
Stained glass (secular)
Canvas items
Cash boxes
Hot water bottles, hand warmers
Cushions
All forms of needlework

Apparel

Wearing apparel that might be adapted to today
Belts, buckles, shoes
Jewellery
Medals, badges, particularly connected with the war
Beadwork
Buttons
Embroidery and needlework
Enamel
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Biggest-ever British trade promotion drive in China

British technical equipment and materials worth £2.5 million have now arrived at the Chinese port of Hsin Kang. The goods—ranging from farm chemicals to aviation equipment and from coal mining machinery to new types of packaging—are bound for the Exhibition Centre in Peking where the British Industrial Technology Exhibition is being held from March 26 to April 7.

THE value of the equipment due to go on display is considerably higher than any British products previously displayed in China. The exhibition—which promises to lead to much closer contacts between Britain and the People's Republic of China—is being sponsored by the British Overseas Trade Board in association with the Sino-British Trade Council.

Most of the 1,475 tons of machinery and scientific instruments, including some 230 tons of stand fitting, have made the 13,000-mile journey to China by sea, shipped out from Britain under arrangements made by special contractors. At Hsin Kang the goods are being transferred by rail direct to the exhibition site 90 miles away. With them will go the 127 exhibition stands and associated fitments previously prefabricated in Britain, and these are being erected in Peking by Chinese labour under British supervision.

A total of 1,039 Chinese personnel will be engaged on setting up and helping to run the exhibition, including a labour force of 200 supplied by Sinotrans (the China National Foreign Trade Transportation Corporation).

British personnel involved in the entire operation number some 920, made up of executives and staff of exhibiting companies, government trade experts, the official organisers, the contractors, and travel agents, medical staff and others.

The exhibition will occupy 15,000 square metres gross (with a net stand space of 6,769 square metres) of covered halls and open air space at the Exhibition Centre. It will be the largest display for British products ever presented in China.

Leading industrial groups

A total of 346 British companies will be exhibiting products in Peking, as part of this major export promotion designed to stimulate an overall interest in British goods among Chinese technicians and managers. The event has been strongly supported by many of Britain's leading industrial groups, including Imperial Chemical Industries Ltd., The General Electric Co. Ltd., British Leyland International Ltd., British Aircraft Corporation Ltd., Gullick Dobson Ltd., Anderson Mavor Ltd., Hawker Siddeley International Ltd., G.K.N. Ltd., Alfred Herbert Ltd., Dowty Group Services Ltd., The Rank Organisation, and Rolls-Royce (1971) Ltd.

These and other exhibitors are featuring a wide variety of industrial equipment and materials with particular emphasis on machine tools and other production equipment, scientific instruments and telecommunications equipment. Among prominent exhibits are marine and aviation signalling equipment, coal-cutting and haulage equipment and hydraulic roof systems for mining, X-ray equipment, machinery for textiles, knitting and shoe manufacture, plastics moulding machinery, electronic equipment for testing, monitoring and sorting and other tasks, as well as diesel and electric motors, pumps and gearboxes. Many materials and small components—control panels, instruments, paints, agricultural chemicals, for instance —will also be featured.

Exhibitors hope that a high proportion of the goods on show will be sold before the exhibition finally closes, but the more important objective is to stimulate longer-term interest in trade growth. Britain at present exports to China goods worth £31 million a year, and exhibitors feel that this could be expanded considerably, as the result of collective promotions such as the British Industrial Technoogly Exhibition to which the Chinese have given their full support.

Technical discussion sessions

The exhibition itself is not the only important platform for the display and study of products and methods; it is also complemented by a number of other key events which run concurrently throughout the period. A special programme of technical discussion sessions has been arranged, consisting of no less than 227 individual lectures occupying at least 454 morning and afternoon sessions in twenty-eight different conference rooms at the Friendship Guest House situated near the Exhibition Centre.

Hosting the sessions will be executives and technicians of 78 of the exhibiting companies, and the audiences will be made up of 20 or more of their Chinese counterparts who have been specially invited.

In the cinema of the Exhibition Centre 63 industrial and technical films about British products and technical achievements will be seen also by specially-invited audiences.

Because all the goods and services being featured in Peking are of industrial importance, and do not include consumer goods, more than 200,000 special invitation tickets have been sent to factories, manufacturing plants, scientific, technical and research establishments, throughout China by the China Council for the Promotion of International Trades (CCPIT).

The exhibition will be open daily from April 1. There will be two special preview days on March 24 and 25 to enable Chinese officials to appraise the exhibition.

To avoid language difficulties, arrangements have been made with the CCPIT for a total of 256 interpreters to be in attendance at the exhibition to assist during technical discussions between exhibitors and visitors. In addition, there will be 106 technically-qualified 'explainers' who have a more limited

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This light unit in the test department at Stone-Platt Crawley Ltd. is the heart of a new miniature self-contained automatic lighthouse to be shown on the Stone-Platt Industries stand at the British Industrial Technology Exhibition at Peking. Visible at a range of 10 to 15 sea miles in average weather the light shows a series of flashes as the lens cage rotates round a fixed continuously burning lamp.

EMI will be demonstrating many new products and the latest techniques in advanced electronics at the British Industrial Technology Exhibition, in Peking. EMI Sound and Vision Equipment of Hayes, is exhibiting a range of television cameras, CATV distribution equipment and broadcast transmitting aerials. The EMI 2005 three tube colour television broadcast camera, seen operating in a major British television studio, may be encoded on any of the PAL, SECAM or NTSC colour transmission systems.

knowledge of English but who will be briefed by competent interpreters to answer straightforward questions about an exhibitor's products.

To make sure that all visitors to the exhibition are provided with a suitable reference guide to products on show, two versions have been prepared. A total of 10,000 copies of a 370-page catalogue containing factual data sheets on hundreds of products has been printed for distribution to intending visitors of special status who may wish to keep the catalogue for future reference. For more widespread distribution at the exhibition 200,000 copies of a 16-page guide to exhibitors and their stand numbers have been printed.

Translating the catalogue

The preparation of the catalogue has called for exceptional arrangements to ensure accurate translation and printing. Text matter for the data sheets was supplied by exhibitors to the organisers in the form of artwork, printers' layouts, photographs and English typescript. Litho negatives were prepared in London and flown to Hong Kong for translation, checking, typesetting and the considerable handwork which Chinese copy entails. Lithographic negatives were then linked with the English version to produce final printing plates. The process was supervised throughout by personnel of the exhibition organisers, initially in London and then in Hong Kong during the later stages. The printed catalogues will be despatched to Peking and will be distributed to prospective visitors well in advance of the opening date, through the courtesy of the CCPIT. Exhibitors' own brochures and literature in English and Chinese have also been despatched to Peking in advance.

Special arrangements for travel to Peking

The official travel agents have made special arrangements to enable British personnel to make the journey to and from Peking, with the minimum inconvenience. Tours of between 17 and 33 days duration have been organised in conjunction with services by BOAC and other airlines. The first party left on March 1 flying direct to Peking, and arriving the following day. Other departures have been arranged to enable exhibitors to stay in Peking after the exhibition closes in case extra time is needed for further negotiations with Chinese experts.

The smooth running of an event such as the British Industrial Technology Exhibition requires great skill and experience of organisation under exceptional conditions, as well as the full co-operation of the Chinese authorities (in this instance largely through the CCPIT). Constant liaison has been necessary to ensure that facilities and services in Peking will be functioning satisfactorily, and many hundreds of man-hours will have been spent in the Chinese capital by the organising staff and contractors even before the exhibition actually opens its doors on March 26.

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'Brazil—a good market for British goods and services'

—Sir Geoffrey Howe

BRITAIN's entry into the EEC does not mean that we shall be turning our backs on world-wide markets, said Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, at a luncheon of the Brazilian Chamber of Commerce in London on March 6. There had been some concern in Brazil that their trade might suffer, but Brazil had traded quite successfully with the Common Market countries.

'Brazil is a fast developing country' said Sir Geoffrey. 'Indeed, the basic concept of the First National Development Plan 1972-74 was to turn Brazil into a developed country within one generation. Expansion programmes provided not only for agriculture and manufactures but also for the social infra-structure and important schemes of housing, hospitals and schools. Bold projects, such as the Trans-Amazonian Highway, are rapidly opening up this vast and dynamic country.

'The outlook for Brazil is truly buoyant and holds great possibilities both as a market for British goods and services and as a source of supply of our own needs in UK. Its economy is expanding impressively under careful Government control. In the 12 months of 1972 GNP rose 10 per cent, total exports were up 30 per cent to US$3,900 million manufactured exports were up 40 per cent and foreign exchange reserves more than doubled to over US$4,000 million. The continuation of such successes, coupled with the great goodwill between our peoples, offers a first-class outlook for Anglo-British trade. This Chamber has a major role to play in realising that promise.

'You will readily understand the importance I attach to Britain's exports. It is vital for us to sell our goods and services—and sell them well—in the world's markets. But I am equally conscious that trade is a two-way business. If we are to sell to Brazil we must, as indeed do, welcome Brazilian goods into this country. As it happens, the trade balance usually proves to be in Brazil's favour. Our 1972 figures show UK exports to Brazil at £84 million while Brazilian exports to this country stand at £86 million. I know that both these figures owe much to the efforts made by Your Excellency and all members of this Chamber and also, let me gladly acknowledge, to the staff of the Brazilian Trade Centre in London.

'I am aware that some concern has been felt in Brazil that their trade with us might suffer from our entry into the European Community. I would first like to make the point that Brazil traded quite successfully with other countries within the original Common Market, especially with Western Germany. The UK has always been an international trader and entering the Community does not mean that we shall turn our backs on world-wide markets. Indeed, I believe that our traditional outward looking attitude in trade matters will be an added influence in promoting liberal policies for world trade within the European Community, of which we are now firmly a part.'

Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, speaking at the luncheon of the Brazilian Chamber of Commerce of Great Britain. The Brazilian Ambassador, Senhor Sergio Correa da Costa (seated), presented the insignia of the Brazilian Order of the Southern Cross to the chamber's secretary, Mr. Eric Quick, who spent 30 years in Brazil and was subsequently honorary secretary of the Anglo-Brazilian Society.

Former minister to join British Agricultural Export Council

MR. Michael Noble, has agreed to join the British Agricultural Export Council in a senior executive position.

Before becoming a member of the Government in 1962, he was chairman of the Livestock Export Group. Due to retire as Member of Parliament for Argyllshire at the next election, Mr. Noble was formerly Secretary of State for Scotland, President of the Board of Trade and Minister for Trade at the Department of Trade and Industry.

Mr. F. Dean Swift and Major Iain Campbell have been elected vice-chairmen of the Council.

Queen's Award to Industry to feature on television

THE Queen's Award to Industry Scheme will be featured in the 300th edition of 'Made in Britain', the weekly 'focus on export' programme of the BBC, on March 18. It will be televised on BBC 1 at 1.15 p.m. and will be repeated on March 21, at 1.45 p.m. The programme includes an interview with The Duke of Edinburgh, who was chairman of the Committee that drew up the Scheme in 1965.

Journalists from the United States, in Britain as guests of the Foreign and Commonwealth Office, visited the Department of Trade and Industry last week. They are seen with Mr. Michael Heseltine (sixth from the left), Minister for Aerospace and Shipping. The Concorde programme was among topics discussed.

Big opportunities for British consumer goods in Munich

From P. G. F. Bryant, Director, Office of the British Trade Drive in Southern Germany: Munich—Germany's third largest city and capital of Bavaria; international centre of culture, learning, sport, tourism, carnivals; famed for its Oktoberfest; centre of industry; a modern swinging city and above all a large and important shopping centre. This description is not intended to lead into the text of a travel brochure: its purpose is to emphasise the importance of Munich as the scene of a major British Shopping Week.

The Week—the biggest consumer goods promotion in the British Trade Drive in Southern Germany and, indeed, in the whole of Europe this year—will take place November 2-10. This is a particularly favourable time in Munich: it clashes with no other event in the crowded calendar of the city; the shops will not have started decorating for Christmas, but customers' thoughts will be turning towards buying presents; and it includes the monthly 'long Saturday' (November 3) when shops stay open until 6 p.m. instead of the usual Saturday closing around lunchtime.

The population of Munich itself is 1.3 million, but the city has an additional catchment area for shopping purposes, other than day-to-day household shopping, at least of another million. The shoppers' main goal is the very large and attractive pedestrians-only shopping zone in the city centre. Parking a car near the centre is no easier in Munich than in other busy cities. Public transport, however, is excellent and much used, with plenty of buses and trams; but, above all, frequent train and underground services right into the heart of the city from all the main suburban and outlying areas within a radius of about 20 miles.

Munich city centre's pedestrian precinct—target of next November's Shopping Week

Concentration on the city centre

The Shopping Week will be concentrated on the centre of the city and in particular the pedestrian zone. There are all kinds of shops from small specialist retailers to the three large department stores, comparable in size with their London counterparts. All tastes are catered for, with a strong emphasis on the medium to top quality shopper. Representatives of the Trade Drive Office have visited all the shops and no fewer than 230 have expressed serious interest in participating in the Week. The city authorities have also welcomed the Week with enthusiasm and are cooperating fully in its organisation.

The purpose of the event is substantially to increase the availability of British goods in the Munich shops. As in all British Shopping Weeks, it is proposed to support the retailing effort by creating a British atmosphere in the city. The main target area will be decorated with British flags; the Union Jack will also be seen on the city trams. A wide range of display material will be put at the disposal of the shops. Replicas of the Crown Jewels, historical costumes and Rowland Emett's machines will be among the main items of supporting display material in the stores. The city of Edinburgh, twin city of Munich, will be very much in evidence: the City Police Pipe Band will be in the Bavarian capital for the whole event; free rides will be offered in an Edinburgh double-decker bus, as well as in a London bus, which is traditional for these events; and other contributions will include exhibitions illustrating Edinburgh itself, the work of some of its artists and a display of heraldic flags. The British atmosphere will be further helped by the presence of Bobbies and by a valuable exhibition from Plymouth called 'The Two Elizabeths'.

British consumer goods are, of course, already to be found in Munich shops but there is room for a great many more. The Week, when the thoughts of the Münchner will be turned towards Britain and British products, offers a splendid opportunity to increase the demand for them in one of the finest shopping centres in Europe. Moreover, the first cut in Customs tariffs between Britain and Germany (20 per cent) will already have taken place six months earlier and the second cut of a further 20 per cent will be but two months away.

The shops are very interested in participating in the Week. There is a big potential for extra buying for the promotion itself and for a continued demand thereafter. Some shops will buy through their established channels. Over 100 other shops have expressed interest in finding new sources of supply in Britain.

Notices about these specific export opportunities have been put through the DTI's Export Intelligence Service and lists of the shops can be obtained from Importers List Section, Export Data Branch, Room TB 019, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757, extn 245). Agents in Germany of British manufacturers of consumer goods are also being informed about the new opportunities and about the Week generally.

Now is the time when potential participants in the Week are really thinking about buying: British firms interested in doing business, be it selling new products or increasing sales of established lines or both, should approach customers as soon as possible, if they have not done so already.

General inquiries about the Shopping Week should be addressed to Mr. K. J. C. Edgington, Department of Trade and Industry, Fairs and Promotions Branch, Hillgate House, Tower Block, 26 Old Bailey, London EC4M 7HU (Tel: 01-248 5757, extn 7216).

IDEX

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Sponsored by the Federation of Industrial Development Associations

Seymour Hall, London W.1.

4th - 6th April, 1973

All correspondence to be addressed to the Organisers, **46 Glebe Way, West Wickham, Kent, England. Telephone: 01-777 9629**

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Further particulars concerning Inter-Agromek can be obtained from:

Danske Fabrikanter af intern Landbrugsmekanisering sekretariatet, Filippavej 35, DK-8270 Højbjerg, Denmark

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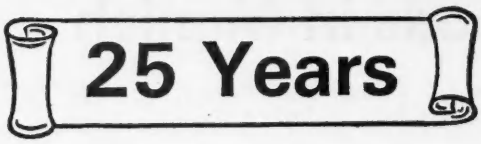

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'Best Frankfurt Spring Fair ever'—majority of British exhibitors

Visitors to the Frankfurt International Spring Fair admire a fine display of British-made china and porcelain.

From R. S. Holmes, Vice-Consul (Commercial), Frankfurt-am-Main: More than one hundred British exhibitors took part in seven joint ventures sponsored jointly by the Department of Trade and Industry and trade associations. At the 50th Frankfurt International Fair, February 25-March 1, some 3,000 exhibitors of all nationalities displayed comprehensive ranges of musical instruments, pottery and glassware, gifts and fancy goods, stationery and office supplies, lamps and furnishing accessories and toiletries in a 93,000 sq. m. exhibition area.

United Kingdom exhibitors constituted the third largest contingent, after the hosts and France, followed by Italy and Austria. Altogether more than a quarter of the exhibitors came from the 43 foreign countries represented.

The fair was well attended by over 76,000 trade buyers from as many as 76 countries. Buyers from the US, in particular, were present in larger numbers than at previous fairs.

Showing for the 10th successive time in a DTI-sponsored joint venture, in collaboration with the Piano Manufacturers' Association, 11 British manufacturers of keyboard instruments showed a wide selection of upright and grand pianos and harpsichords in a variety of styles, finishes and colours and achieved an all-time record for orders from all over the world. Their dividend for continuing efforts over the past 10 years is substantial progress in the German market. One exhibitor's entire stand display pianos was sold even before the fair opened. Altogether about 3,500 pianos of an estimated ex-factory value of £880,000 were sold by the British group—more than double last year's volume of business. Other exhibitors were able to sell their entire production for the coming year. The piano group participants were unanimous in their verdict that it had been for them the best fair ever.

The majority of the 30 participants in the group sponsored by the Association of Musical Instrument Industries are also regular exhibitors who come to Frankfurt to maintain established contacts in world markets. Manufacturers of electronic sound amplification equipment continue to profit from the popularity of 'The British Sound'. This is now no mere trend but an established phenomenon. Wide ranges of traditional musical instruments stood alongside the latest varieties of amplifiers, loudspeakers, percussion and electronic instruments. One electronic organ manufacturer, showing for the first time, made about 70 sales. All, including exhibitors of strings, music stands and other accessories, were fully persuaded of the commercial possibilities at this, the world's leading musical instrument fair.

Both the British exhibitors of pianos and of musical instruments occupied prominent stands, especially worthy of mention in advantageous positions in the huge 30,000 sq. m. exhibition hall constituting a fair within a fair devoted entirely to musical instruments.

Eighteen manufacturers of greeting cards, stationery, paper products and writing instruments participated in a joint venture under the umbrella of the DTI and the British Stationery and Office Products Federation, some of them for the eighth time at Frankfurt. As in previous years, the bulk of the business in this group was concluded with non-German buyers, mainly from Scandinavia and other Western European countries. While the quantity of visitors was slightly down, it was generally felt that the quality of the buyers was up—they placed bigger orders.

Showing for the second time at a Frankfurt fair and for the first time as a sponsored group exhibit were 13 exhibitors whose products fulfil the criteria for the Design Council's mark of distinction. Due to extreme pressure of space they were housed in a separate pavilion which did not profit from the general stream of visitors. Their stands displaying high-class gift items made of acrylic plastic, pottery and glassware, household utensils, jewellery and clocks, desk sets and executive toys, were nonetheless constantly thronged with visitors who, having discovered the display, were greatly impressed by the quality of design and workmanship. The Design Council group exhibitors made many valuable contacts, in particular in European countries, and a good volume of orders was received.

One of the senior groups of exhibitors in terms of years of continued participation in the Frankfurt fairs is the group sponsored by the Export Council for the Jewellery and Giftware Industries. Many of them have been showing for 20 years at Frankfurt, where they meet their established, customers from all over the world. Their sales of powder compacts, brush and comb sets, fancy metal and gift articles and trays showed handsome increases over previous years.

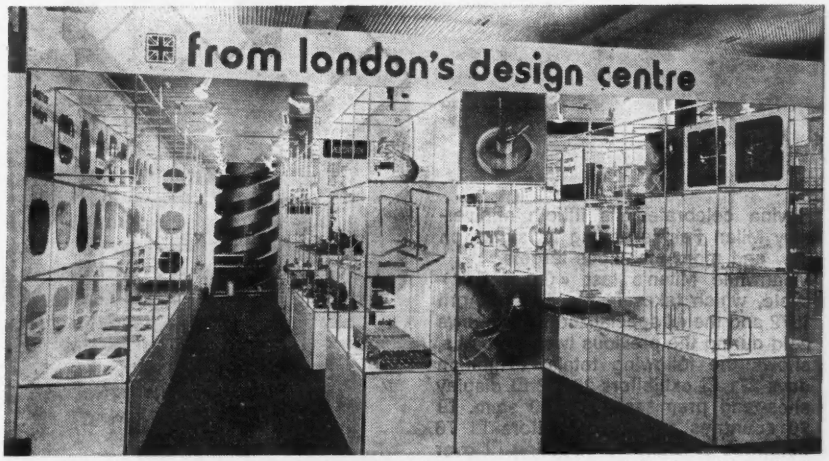
Lively interest was once again shown in the fine bone china, earthenware, china and pottery displayed by the seven firms sponsored by the DTI and the British Ceramic Manufacturers Federation, who showed their wares on four stands flanked by one of the leading German importers of ceramics who represents no fewer than eight British firms. While earthenware of traditional English design has been extremely popular in Germany for many years, the German market is now beginning to develop a taste for English fine bone china. Some exhibitors were confronted with the problem of orders in excess of their production capacity.

The British Art Metal Export Group was represented for the first time with a small stand where decorative brassware and copper articles were displayed. The stand was well attended by customers from all over the world. An encouraging number of orders was taken.

In addition to the joint venture groups there was a number of independent British exhibitors and a considerable volume of British goods, mainly pottery, reproduction furniture and gift items, was displayed on the stands of agents and importers.

The consensus of British exhibitors at this event was that their expectations were more than fulfilled by the volume of orders. It was generally felt that their success resulted from the beneficial effect of the present currency situation on prices expressed in Sterling.

Next year, the always-critical space situation at the Frankfurt Spring Fair will be alleviated by the completion of a new multi-floor exhibition hall. This will become the showroom for 'Everything for the table', i.e. glassware, porcelain and earthenware. However, the bulk of the space thus becoming available will be swallowed up by the requirements of existing exhibitors, such is the optimism with which spring fair participants look forward to the next Frankfurt show.



View of Design Council stand at the Frankfurt Gift Fair, showing left to right, Doodleboards by Desmar Designs Ltd., adult games and giftware by Loncraine Broxton & Partners and light fittings by Cosmo Designs Ltd.

Style and elegance at Cologne leisurewear fair

From R. A. Tempest, Commercial Department, Bonn: Three hundred and thirty-four exhibitors, including 80 foreign exhibitors, 15,600 trade visitors, 20 per cent of them coming from other European and overseas countries—these are the plain statistics of the International Fashion Fair—Special Fair for Men's Leisurewear, held for the third time in Cologne, February 23-25.

To be seen at this Fair, was a wide selection of fashionable informal and formal menswear, including accessories, for the winter season 1973/74.

Notable was the emergence of the 'soft look' for suits and leisurewear and the return to more elegant styles, with a sporty, relaxed emphasis. Suits next winter, for example, will be elegant, sporty and comfortable. This trend has been carried through into styling for leisurewear, in which a wide choice of styles and colours was to be seen, though less exaggerated than in previous seasons.

Among the overseas exhibitors were 10 British firms participating in a Joint Venture, sponsored by the Clothing Export Council and the Department of Trade and Industry. They, too, exhibited a wide range of merchandise, including knitwear, leather clothing, shirts, sports jackets, coats, jeans.

One important point clear to British exhibitors, especially those in Cologne for the first time, is that to sell in volume to some of the EEC countries, including Germany, a close study of stylings and colours demanded is necessary—by being at the Fair they had an excellent opportunity to do this.

As in any joint venture, where there is a mix of firms exhibiting different merchandise and with varying degrees of export experience, direct results at the Fair in the form of orders booked were widely different from firm to firm. The few British exhibitors with years of selling experience in the Federal Republic used their presence to maintain contact with their existing customers, to meet new ones and were able to book good orders: they will continue to exhibit at Cologne regularly.

As far as the majority of British exhibitors were concerned, they were exhibiting in Cologne for the first time with the object of studying the market, meeting potential agents and perhaps, booking orders. There was a noted increase in the interest shown by potential agents in the British merchandise and those firms seeking agents were able to have discussions with a number, not only from Germany, but from other Common Market countries as well. Thus they have taken the first essential step to selling their merchandise within the expanded Common Market. Some were pleased to be able to book orders, as well.

Generally speaking the Fair was a success for the British participants. A Clothing Export Council spokesman expressed the view the Fair has become established and has improved on past years and is now more representative of the Continental clothing industry. Indications are that the Fair will develop further by next year when it is possible that it will not only concentrate on leisurewear for the man but on menswear generally.

Mr. Mac W. Friedlander of Host International Inc., examines a soft toy shown by Martha Levy of Martilu Toys Ltd. at the New York International Toy Fair.

NY sees hand-made toys at British display

From Alan Christensen, British Trade Development Office, New York: Twenty-two British toy manufacturers took part in a joint venture sponsored by the British Toy Manufacturers Association and the Department of Trade and Industry, at the New York International Toy Fair at the Hilton Hotel, February 25-28. This was the seventh consecutive annual participation in this important event and, as in past years, the

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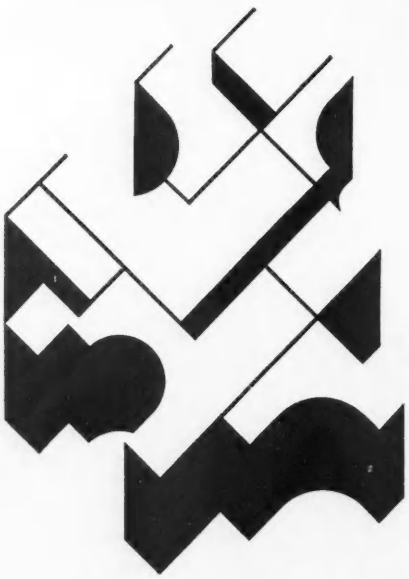

Having celebrated its fiftieth anniversary Milan Fair is setting its sights on new and more ambitious targets.
Meanwhile Milan's last « Great Fair » cycle, which takes in the Fair of April 1972 and the 44 specialized trade shows held during the previous twelve months, shows the following totals: exhibition days 271 □ exhibitors 26,622 □ display sites and premises 1,851,540 sq.m. □ 90 countries sending exhibitors □ 76 countries officially participating □ over 4 million visitors representing 138 countries of all continents.
The Advance Catalogue, listing 80% of all exhibits shown at the big April Trade Fair, is available every year as from February 1st. Its detailed index of commercial items is in Italian, English, French, German and Spanish.
Plan a visit to Milan Trade Fair, and make sure of coming to the specialized trade show that covers your line of business.

Visitors' Cards and information from: Segreteria Generale Fiera di Milano, Largo Domodossola 1, 20145 Milano (Italy) or from the Milan Fair Representative: Dr. Vittorio Schiazzano, 20 Savile Row, London W1X 2DQ ☎ 01-734 2411.

British exhibits attracted a good deal of interest from buyers from all parts of the United States.

Among items featured by some of the British companies was a very attractive range of soft toys, including teddy bears, as well as hand-made true-to-life animals covered in luxurious man-made fabrics.

Creative toys

An interesting collection of creative toys received a great deal of interest: these consisted of kits for making models of wild and farm animals, as well as chess sets featuring designs based on the medieval Isle of Lewis style, the classical English Staunton, a miniature Camelot set based on characters at King Arthur's Court and a set of figures from the British political scene.

Other British stands showed the latest developments in educational toys, as well as the more traditional children's books, rocking horses and diecast toys, plus a host of other novelties.

The first day's attendance was a thousand higher than the 1972 show and this trend continued for most of the event. The British exhibitors, in expressing general satisfaction with the outcome of the show, also confirmed the importance of regular participation in the International Toy Fair and most of them hope to be back in 1974.

At the International Jewelry and Gift Show. Carol Katz of New York wears and admires an ornate 3 in.-long ring, while Sam Katz and Britain's John Marr (right) look on.

British designers put sparkle into jewellery gift show

From G. W. Gould, British Trade Development officer, New York: Held at the New York Hilton Hotel February 11-15, a new event, the International Jewelry and Gift Show, organised by US Trade Shows Inc., attracted over 200 exhibitors of which 64 were overseas organisations from 26 different countries. These included 14 British firms who took part in a joint venture sponsored by the British Jewellery and Giftware Federation Ltd., and the British Overseas Trade Board.

Among the joint venture group, one of the most interesting was the young designer, Jane Allen, a de Beers Award winner at the age of 23: her original and inventive designs attracted a good deal of attention at the show, particularly a gold filigree collar, reminiscent of an Elizabethan ruff.

John Marr, already well known in the US, showed ultra-modern hand-made sterling silver jewellery, including 3 in.-long rings with agate stones and silver collars made from thousands of balls of silver shot, as well as an eye-catching display of cuff links, bracelets and pendants featuring designs utilising glass eyes!

Bold, free-design jewellery was the highlight of the display by Maxwell Collins, while Wally Morgan (Booty Jewellery Ltd.) exhibited the 'de Beers Diamond 73' collection created by Jens Torp. An interesting collection of diamond- and gem-set gold rings were featured by Pearlpex Sales of Hatton Garden, while Mr. B. K. Sarin of Gems (London) Ltd., dealer in precious stones and frequent visitor to the US, brought with him one of the largest peridots in the world.

Celtic and costume jewellery was attractively displayed by A. Hill & Co. and Carrick Jewellery Ltd., while Joseph & Pearce, L. J. & B. Joseph, Brown & Newarth and L. J. Jewellery of Manchester, all specialised in reproduction antique jewellery.

Giftware was represented by a comprehensive selection from the range of traditional English place mats by Lady Clare and an interesting new line of battery-operated picture clocks from Fairway Creations. The clocks were designed as pictures etched on copper and brass, incorporating a clock face cleverly placed as an integral part of each design.

Although the overall results of the show, as reported by both foreign and American exhibitors were somewhat mixed, this was not unexpected; not only was this a new event, its timing included both a public holiday and St. Valentine's Day, occasions when buyers tend to be very busy in their stores. In addition, the devaluation of the US dollar, which took place that weekend, created some uncertainty among buyers. Nevertheless, the majority of the British firms participating reported having done well at the show. Several of the British firms also combined their showing at the Hilton Hotel with extensive selling trips throughout the US and there is no doubt that this method produced the most satisfactory results.

This show, recently announced as a bi-annual event, will next be held at the New York Coliseum from July 29-August 1, 1973, with the winter event, January 27-30, 1974. being similarly located.

Full steam ahead for Miami boat show

From D. Moore, Commercial Section, British Consulate, Miami, Florida: The Miami International Boat Show continues to hold its attraction for the public and the trade as the most important event of its kind held in the State of Florida. This year's show was marked by an increase of 5,000 in attendance to a total of 295,000 visitors.

There were 354 exhibitors displaying power boats, sailing craft, marine engines, house boats, marine accessories, electronic gear and inflatable craft, as well as hunting and fishing equipment.

This 32nd annual show, February 23-28, contained boats in all sizes which were displayed within the 400,000 sq. ft. of indoor space, as well as, for the first time, on the outside of the Convention Centre; and they ranged from the queen of the show, a 57-ft. Carri-Craft Cruis-Ader, a sea-going houseboat priced at 57,000 dollars, to a rubber inflatable fitted with an outboard motor.

The British exhibit, sponsored by the British Overseas Trade Board and the Ship and Boat Builders National Federation, occupied an indoor area of some 6,000 sq. ft., comprised of wall booths and boat spaces, plus 1,000 sq. ft. in the open in front of the Convention Centre. The exhibitors, 12 in number, reported immediate sales totalling 260,000 dollars and projected sales of some 150,000 dollars.

In the booths, Peter Storm Ltd. displayed their range of foul weather gear already well known and selling widely in the United States; the Powermate electric windlass, exhibited by Simpson-Lawrence, can handle either rope or chain at will, and was displayed with the company's Francis windlass, which features an automatic gear shift, and their CQR anchor; Thomas Foulkes, a general agency and seller of chandlery, showed a range of marine products and accessories; Incastec Associates Ltd. displayed their depth sounders; and on the Jack Holt Ltd. stand were to be seen marine fittings for the pleasure boat industry.

In the boating areas, Avon Rubber Co., on the outside of the Convention Centre, exhibited its range of rubber inflatables including the 'Searider', making its debut in the USA, and said to be virtually unsinkable; all these craft are available with or without power units. Jack Powles International Marine Ltd. displayed the totally new Powles 38 ft. express diesel cruiser with a flying bridge: this made its world debut at the show. On exhibition for the first time in the United States was the 'Surfblazer', from Brinfram Ltd., a small fun boat only 8 ft. 3 in. long and weighing 138 lb. It can accelerate to 25 mph in only a few seconds and, stable and safe enough to be used by a child, it attracted a great deal of attention.

Honnor Marine displayed the Drascombe Fisherman power boat, a conversion of the

(continued on next page)

MIAMI BOAT SHOW
continued

popular Lugger sailboat and among the other boats was the 'Florida' version of Russell Marine's Vivacity 24 sailing cruiser making its first appearance at Miami. G. Prout and Sons, through their United States distributor, exhibited the Ranger 36 Snow Goose Class ocean-going catamaran, while C-Craft showed their range of inflatable dinghies and sportboats.

Products from Britain seen on the stands of their United States representatives and distributors were echo sounders from Space Age Electronics Ltd. and their new Doppler depth sounder, as well as an automatic pilot. There was the Plessey MR12 Radar, radar instruments from Electronic Laboratories Ltd., diesel engines in various ratings on the Perkins Engines stand, navigational instruments manufactured by Marine Electronics Ltd., echo sounders from the Ferrograph Co. and speedometers and logs from Ultra-Marine Instruments Ltd. There were also to be seen the Hurley Marine Ltd. yachts and the Dell Quay Dories displayed by their United States distributors.

The other overseas exhibitors were from Norway, Canada and France, the latter exhibiting its inflatables through its United States representative.

The immediate sales and the projected sales serve to emphasise the admiration in which British boats and equipment are held and confirm the suitability and importance of the Miami Boat Show for participation by British companies: they certainly can hold their own in competition with domestic and other foreign manufacturers and suppliers.

MISSIONS and TOURS

Promoting Britain in Tokyo store

MR. Y. Ishii and Mr. M. Kato, buyers from the Seibu department store in Tokyo, will be in Britain March 11-23 and not as previously advised. An additional buyer from Seibu—which is promoting British goods in its store in the autumn—is Mr. Tonegawa whose London visit has the same dates.

Among goods being sought by the Japanese buyers are: table glassware, children's tableware, cooking equipment, cake-making appliances, table cloths, napkins; stationery goods, toys, folk dolls; carpets, bedspreads and related goods, room ornaments; lighting fixtures, ie standard and table lamps; processed cheese, butters, canned meat, icecream powder, beef.

Interested firms should send their offers to Seibu's London buying house: J. Raymond Wilson and Co. Ltd., 75-77 Margaret Street, London W1; Tel: 01-637 4595.

Glaxo medical team visits China

A GLAXO medical team flew back from China this week after presenting work in asthma therapy and antibiotics. During their ten-day stay, at the invitation of the Chinese, the three-man team visited Peking and Shanghai.

They are Dr. Georges Roux, head of medical division, Glaxo Holdings Ltd., Dr. Peter Muggleton, director, Glaxo Research Ltd., and Dr. David Jack, research director, Allen and Hanburys Ltd. Assisting as interpreter was Mr. T. T. Sung, General Manager, Glaxo, Hong Kong.

Two Pandair men visit Australasia

Two key executives from the P and O Group's Pandair Freight organisation—managing director Mr. Derek Spice and the newly appointed director-Pacific, Mr. Tom White—are to undertake a two-week tour of Pandair's branches and facilities in Australia and New Zealand.

Although both have made several previous visits to Australasia, this is Mr. Tom White's first visit since being made responsible for Pandair's developments in the Pacific area. Pandair's regional manager-Australasia, Mr. Graeme Walker, is one of the Pandair officials with whom they will be holding discussions.

Mission to Central America

THE first agricultural machinery sales mission to Central America leaves London on March 17 and returns on April 12. Sponsors are the Agricultural Engineers' Association.

Mr. T. Matsuo, leader of the Japanese buying mission (see last week's issue, page 484), speaking at a press conference in London arranged by the British Overseas Trade Board and the Japanese External Trade Organisation. Facing the journalists are (from the left): Mr. I. Katayama, deputy director, International Trade Bureau, Ministry of International Trade and Industry, Tokyo; interpreter; Mr. Matsuo; Lord Thorneycroft, chairman, BOTB; Mr. J. S. Rooke, chief executive, BOTB; Mr. K. Yamaguchi, Commercial Counsellor, Japanese Embassy; and Mr. Y. Kobayashi, director, Japan Trade Centre, London.

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EXPORT BUSINESS

£1.75m order for Dunlop floating oil hose

Two contracts, together worth £1,750,000, have been placed with Dunlop's Oil and Marine Division, Grimsby, for their Selflote integral floating oil hose. The contracts involve the manufacture and supply of some 800 lengths of Selflote and submarine hose, ranging in bore size from 12 to 24 ins., which are destined for single buoy mooring installations in the Caribbean and the Middle East.

These orders, won in the face of intense competition, are due for completion in 1973. Only recently, orders to the value of £1,300,000 were won in North America for hydraulic hose produced by the Hydraulics Division, also part of the Dunlop-Angus Industrial Hose Division. The order book achieved over the past few weeks shows a grand total of £3,050,000 in export orders alone.

Dunlop say that today, more than half the SBM installations throughout the world are equipped with Dunlop Selflote hose. Connected to the land by an under-water steel pipe and anchored well offshore, an SBM installation enables moored tankers to swing according to wind and tide whilst loading and discharging their cargo through a floating hose connection.

'L'Humanite' mechanises its publishing room

CRABTREE-VICKERS of Leeds, printing machinery manufacturers, have won a £50,000 order to install a publishing room system at the Paris newspaper house of Imprimerie Poissonniere. Space limitations have high-lighted the adaptability of Crabtree-Vickers' equipment, and the complete system has been designed in close liaison with the customer's engineers.

Installation work will begin early this summer, and when completed the system will include six stream conveyors with delivery tables, a cross tyer, a powered live-face deflector, three van-loading positions and a network of gravity rollers, roller track and belt conveyors. The tying line is designed to handle an average output of 16 bundles a minute with a peak capacity of 24 and provision has been made to incorporate fully automatic stackers at a later stage.

The complete system will be coupled to a seven unit Hoe rotary letterpress machine which is currently being modified. Originally the press consisted of 12 units and 6 double folders, but three folders and five units have been removed to make way for the new publishing room.

Elliott proximity switch aids travel in towns

IN MORGANTOWN, West Virginia, USA, a vehicle-detection system has been designed using proximity switches for sensing purposes. These proximity switches, available from Elliott Relays, have sensing distances that are normally 6 in. but can be adjusted up to 12 in.

In this detection system, the proximity switch senses the presence of vehicles as they travel along a given track. The information obtained is then processed by a central computer to prevent collisions between the vehicles by retaining a specified distance between them through a block-control concept.

The scheme functions by installing proximity sensors along the guideway at strategic points, where their outputs monitor vehicle presence on adjoining track sections or blocks. This enables predetermined vehicle spacing for travel and docking. When the minimum spacing distance is reached, the central computer initiates either car braking or system shutdown.

Second Australian order for Lister

TWELVE UK-built 3 kVA Lister Start-O-Matic diesel generating sets have been supplied to Queensland Railways by Lister Blackstone Pty Ltd., of Sydney, New South Wales. The order follows the successful use of eight similar sets for nearly three years, and brings the total number in service with Queensland Railways to 20. The generating sets were manufactured by R. A. Lister and Co. Ltd, of Dursley, Glos.

The generating sets provide emergency power for charging batteries in unattended signalling stations on the Goonyella-Hay point line which carries coal from the coalfield to the coast for export. A centralised traffic control system is used, monitored from the railway headquarters at Mackay.

The eight earlier sets are used on a similar system in central Queensland which dispenses with the need for station masters and attendant staff. Trains more than a mile in length are used on both lines, each hauled by three diesel locomotives.

Japanese buy British for their game fishing

MASTERLINE of Tewkesbury, Gloucestershire, makers of all-British flylines, have secured a large trial order from Japan.

'Despite the alarming stories you hear about industrial pollution in Japan, they seem able to find plenty of water to pursue their craze for game fishing,' says Mr. Philip Tallents, Masterline's managing director.

The order for Masterline trout and salmon lines follows the company's appearance at SPOGA, the international trade fair in Cologne last autumn.

The Olympic Fishing Tackle Co. of Japan, enthusiastic about Masterline's range of exhibits at SPOGA, have requested the Tewkesbury company's products as exhibits in the All-Japan Fishing Tackle Exhibition this month.

Further export order for Holt Allen spars

VANGUARD Inc., Amarica's builder of the International 470 dinghy, has placed another order for Holt Allen spars with Jack Holt Ltd.

The order is for over 200 gold anodised and polished masts and booms specially designed for the 470 class and produced at the company's factory in Southminster, Essex. It is to be completed by the end of May to keep pace with the high demand for this dinghy in America.

The American boats are equipped with identical spars to those supplied with the British version of this newly appointed Olympic class produced by Jack Holt Ltd., the UK's licensed 470 builder.

Scama overseas orders

Two more export orders have been won by Scama Ltd., Bury St. Edmunds. They are both for the supply of annunciator equipment for projects in Spain. One contract for a monitoring system at Calatrava refinery was negotiated through Scama's Spanish agents, Esindus. The other is for an industrial installation for which the instrumentation is being built by another British company, Fischer and Porter Ltd. The value of the two orders is about £4,000.

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3. If required S. P. offer an order chasing/progressing service in addition to stringent stock and quality control procedures.
4. Content lists i.e. goods are packed in a sequence to meet the requirements of the customer overseas.
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For further details telephone Chipping Warden 621 ext 222

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Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 29.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.01 29.31	Ethylene *S*-Methyl *N'N'*-dimethyl-*N*-(methylcarbamoyloxy) thio-oxamimidate	as in previous column methyl N, N-dimethyl-N-/(methylcarbamoyl) Oxy/-1-thiooxamimidate	July 2, 1973 December 31, 1973	14384 14201

Anti-dumping duty imposed on pig iron

AN anti-dumping duty of £5 per tonne has been imposed on imports of pig iron and cast iron of tariff heading 73.01 E originating in the German Democratic Republic and Berlin (East). This decision follows an investigation by the Department of Trade and Industry of an anti-dumping application announced by the Department on April 5, 1972.

The duty imposed is chargeable as from September 12, 1972 when these goods were made subject to a provisional charge to anti-dumping duty of £5 per tonne pending completion of the Department's investigations.

The Order imposing this duty allows appropriate relief to be granted, on application by the importer, if the Department is satisfied that particular goods have not been dumped, or that the margin of dumping is less than the amount of the duty.

Copies of the Order, the Anti-Dumping Duty Order 1973 are available from HMSO, 49 High Holborn, London WC1 (price 3p) or by post from HMSO, PO Box 569, London SE1 (price 5½p).

British textile machinery for the Philippines: £3 million credit

APPROVED contracts for the supply of British textile machinery to the Philippines will be eligible for 85 per cent financing from a £3 million loan. The credit is being provided by N. M. Rothschild and Sons Ltd., backed by the Export Credits Guarantee Department, under a financial agreement with the Development Bank of the Philippines.

Contracts, which must be placed within the next 12 months, should have a value of at least £200,000. Repayment of the loan will take place over seven years.

Rothschilds arranged the loan on behalf of a syndicate, comprising the Bank of Scotland, Barclays Bank International, Clydesdale Bank, Lloyds Bank, Midland, National Westminster, The Royal Bank of Scotland, and Williams and Glyn's.

Manufacturers and exporters can obtain details from Mr. P. F. Day of ECGD (tel. 01-606 6699 ext. 211) or Mr. P. Hill of N. M. Rothschild and Sons Ltd. (tel. 01-626 4356).

Silk handloom goods from India: duty relief

FROM March 19, 1973, following an agreement with the Government of India, handwoven silk goods from India can be admitted into the United Kingdom free of duty up to an annual ceiling of 100,000 square yards, on production of the new certificates as set out in Appendix D to Customs Notice No. 65 (January 1973).

TARIFF & TRADE NOTICES

Irish Republic

DUTY-FREE IMPORTS OF RAW ONIONS: The Irish Republic's Minister for Agriculture and Fisheries has announced that open licences may be granted for importing raw onions, free of customs duty, from EEC Member Countries during the period February 15 to May 15, 1973. The Minister is also prepared to consider applications for duty-free facilities for importing raw onions from third countries during the period to May 15 in the case of established importers and substantial purchasers of home-grown onions. Applications for licences should be addressed to the Secretary, Department of Agriculture and Fisheries (Section 4), Dublin 2, and should indicate the country of origin of the proposed importation. **EDB ext. 466/467/288**

Air filtration media for Switzerland, part of a shipment of 2,500 sq. metres of the synthetic fibre, being loaded at the Rochdale plant of Dunlop Textiles Ltd. The material will be made up locally into various types of filter for use in air conditioning systems in stores, offices, hotels and similar environments.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

PREPACKED GOODS—MARKING AND QUANTITIES: The Merchandise Marks (Prepacked Goods) (Marking and Quantities) Order 1973 has been published by the Government of the Irish Republic under Statutory Instrument No. 28 of 1973. It will require quantity of contents to be marked in a form specified in the Order on a stated range of prepacked goods. It will also require certain goods to be packed only in quantities specified in the Order. The Order will come into operation on October 1, 1973. Copies may be purchased from the Government Publications Sale Office, GPO Arcade, Dublin 1 (price 5p, postage 2½p). **EDB ext. 466/467/288**

TEXTILE GOODS—NAMES AND LABELLING: The Government of the Irish Republic has published European Communities (Names and Labelling of Textile Products) Regulations 1973. The Regulations give effect to European Communities Council Directive No. 71/307/EEC of July 26, 1971 on the names and labelling of textile products. Copies of the Regulations may be purchased from the Government Publications Sale Office, GPO Arcade, Dublin 1 (price 1½p, postage 2½p). **EDB ext. 466/467/288**

France

IMPORT REGULATIONS FOR MEAT: The French *Journal Officiel* of January 17 published the following lists of abattoirs and processing concerns in Britain inspected and approved by the competent authorities.

Name and address	Approval no.
ABATTOIRS	
Slaughterhouse, Salisbury, Wiltshire	EWS 4
Slaughterhouse, Wimborne, Dorset	EWS 6
T. Wall and Sons Ltd., Willesden, London NW10	EWS 7
Abattoir, J. H. Cobden Ltd., Martock, Somerset	EWS 13
Moss, Waltham and Co. Ltd., Wellingborough, Northants	EWS 15
Abattoir, Norwich, Norfolk	EWS 17
Public Abattoir, Shields Road, Sunderland	EWS 19
T. Wall and Sons Ltd., Godley, Cheshire	EWS 21
Abattoir, City Meat Wholesalers, Nuneaton, Warwickshire	EWS 22
Abattoir, Fareham, Hampshire	EWS 23
Abattoir, Shrewsbury, Shropshire	EWS 25
Public Abattoir, Hull, Yorkshire	EWS 27
Mutual Meat Trader Ltd., Chard, Somerset	EWS 28
FMC (Meat) Ltd., Weston-super-Mare, Somerset	EWS 30
British Beef Co. Ltd., Wakefield, Yorkshire	EWS 35
Central Abattoir, Hastings, Sussex	EWS 38
British Beef Co. Ltd., Bury St. Edmunds, Suffolk	EWS 39
Frans Buitelaar Ltd., Boston, Lincs.	EWS 41
H. J. Rowley, Kidderminster Abattoir, Worcs.	EWS 50
T. N. Green and Sons Ltd., Oldham, Surrey	EWS 56
Lloyd Maunder Ltd., Collompton, Devon	EWS 64
Shropshire Fatstock Society Ltd., Worcester	EWS 65
Manchester Public Slaughterhouse	EWS 66
British Beef Co., Bamber Bridge Abattoir, near Preston, Lancashire	EWS 67
Bolton Abattoir Ltd., Lancashire	EWS 68
Public Abattoir, Cardiff	EWS 69
Islington Fresh Killed Meat Co., Tottenham, London N15	EWS 70
Hatherleigh Wholesale Meat Co., Devon	EWS 71
C. Bell, Walton-on-the-Hill, Tadworth, Surrey	EWS 72
North Devon Meat Ltd., Torrington, Devon	EWS 74
A. G. Hedges Ltd., Abingdon, Berks.	EWS 77
D. S. Cooper Ltd., Huddersfield, Yorkshire	EWS 78
FMC Ltd., Poddington Industrial Estate, Barnstaple, North Devon	EWS 83
British Beef Co. Ltd., Middlesbrough, Yorkshire	EWS 84
North Cornwall Abattoir Co. Ltd., Launceston, Cornwall	EWS 85
Public Abattoir, Slough, Buckinghamshire	EWS 86
Thomas Bortwick Ltd., Colne, Lancashire	EWS 87
L. J. Potter, Cappards Farm, Bishop Sutton, Bristol	EWS 88
W. H. Maslen, Forge Farm, Tinsley Green, Crawley, Sussex	EWS 89
E. D. Jones and Son, St. Asaph, Flintshire	EWS 90
Abattoir, R. Lawson and Sons Ltd., Dyce, Aberdeenshire	S 2
Dumfries Public Abattoir, Dumfries, Scotland	S 4
W. K. Jackson and Son, Symington, Biggar, Lanark	S 8
Scotbeef Ltd., Brancumhall, Calderwood, East Kilbride	S 9
Scottish Borders Abattoir Ltd., Galashiels, Selkirk	S 11
G. D. Vivers and Sons, Eastriggs, Dumfries	S 14
Hawick Public Abattoir, Hawick	S 15
McGrouther's Abattoir, Stirling, Scotland	S 16
Banchory Public Abattoir, Kincardine	S 17
A. Smith and Sons, Lockerbie	S 18
Inverurie Scotch Meat Co. Ltd., Inverurie	S 20
J. Scott and Son Ltd., Saltcoats, Ayrshire	S 21
Greenock Abattoir Ltd., Greenock, Renfrewshire	S 22
Aberdeen Meat Marketing Co. Ltd., Buckie Slaughterhouse, Banffshire	S 23
J. Sainsbury and Co. Ltd., Porthlethen, Kincardineshire	S 24
PROCESSING ESTABLISHMENTS	
Campbell's Soups Ltd., King's Lynn, Norfolk	EWP 1
H. J. Heinz and Co. Ltd., Harlesden, London NW	EWP 4
H. J. Heinz and Co. Ltd., Standish, near Wigan, Lancashire	EWP 5
H. J. Heinz and Co. Ltd., Kitt Green, near Wigan, Lancashire	EWP 6
C. Shippam Ltd., East Walls, Chichester	EWP 7
Simpson Ready Foods Ltd., Urmston, Manchester	EWP 12
Dr. Haan (Foods) Ltd., Park Lane, Abram, Wigan, Lancs.	EWP 17
Marmite Ltd., Burton-on-Trent, Staffs.	EWP 20
Louis C. Edwards and Sons Ltd., Manchester	EWP 24
Spillers Ltd., Maryport, Cumberland	EWP 28
RHM Foods, Middlewich, Cheshire	EWP 29
Bender and Cassel Ltd., Letchworth, Hertfordshire	EWP 31
W. A. Baxter and Sons Ltd., Fochabers, Moray	S 1
Scotbeef Ltd., Brancumhall, East Kilbride, Lanark	S 4

Previous lists of abattoirs in England and Scotland and processing establishments in England, published from 1965 to 1972, are now void.

Inquiries should be addressed to Overseas Tariffs and Regulations Section, Export Data Branch. Copies of the French text can be sent on request or seen at Export House. **EDB ext. 423/408/482**

Spain

CUSTOMS TARIFF MODIFICATIONS: The Spanish *State Gazette* of February 26 announced modifications to the Spanish customs tariff as follows:

Tariff no.	Description	Import duty
28.28.A	Hydrazine or hydroxylamine and their inorganic salts:	
28.28.A.1	Hydrazine	1%
28.28.A.2	Hydroxlamine and inorganic salts of hydrazine and hydroxilamine	23.5%
29.02.A.9	Vinyl chloride	26%
29.12.A	Chloral	1%
29.22.A.1	Diethylchloroethylamine hydrochlorate	1%
29.27.C	Dicyandiamide or cyanoguanidine	1%
29.27.D	Other	13%

EDB ext. 462/471/472/473

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SPAIN
continued

IMPORT REGULATIONS—WHISKY: The Spanish Minister of Commerce has announced that applications for the importation of whisky can now be submitted by Spanish companies. Application dates are from March 5 to March 20 (first calling) and September 5 to September 20 (second calling). When Spanish companies submit import applications they must comply with the following regulations:

a Submit an updated letter from their principals visaed by the Spanish Embassy in London proving that they are exclusive agents for that particular brand of whisky,

b The letter should verify that the whisky is at least five years old,

c Submit a certificate from the Spanish customs authorities showing that the total amount requested in the previous licence has been imported.

When clearing the whisky through the customs the Spanish importer will also need a certificate from the British customs authorities indicating that the whisky is at least five years old. It is extremely important that the whisky shipments be cleared through the Spanish customs within the validity period of time of the licence which is 45 days from the day when they are issued; failure to do so may result in the refusal of the Spanish customs authorities for the clearance of the shipment and therefore in the inability of the Spanish importer to obtain new licences for future importation. The maximum time for payments is 30 days from the day of clearance of the goods. **EDB ext. 462/471/472/473**

CUSTOMS TARIFF REDUCTIONS: Notice was given in *Trade and Industry*, November 16, 1972 (page 109) of temporary reductions for three months on a wide range of goods, mainly agricultural, wood, leather and textile products. The Spanish *State Gazette* of February 9 extends the period of validity until May 1, 1973.
EDB ext. 462/471/472/473

IMPORT QUOTA—COATED PAPER: The Spanish *State Gazette* of February 26 announced the following import quota with a customs duty of 3 per cent valid until August 31, 1973, 7,000 metric tons of coated paper weighing 65 grams or less per square metre (tariff heading 48.07.B.1). **EDB ext. 462/471/472/473**

Norway

GLOBAL QUOTAS: Norway has established the following global quotas for 1973. The global quota area comprises all countries.

Tariff no.	Commodity	Quota ('000 Kr unless otherwise stated)
ex chapter 1	Live animals, not for food	4,300
ex 04.04	Cheese and cheese paste (including Parmesan cheese)	410 tons
06.01	Flower bulbs	15,000 (or 1,500 tons)
06.02	Live plants, tubers and the like	20,000
06.03	Cut flowers	20,000
06.04	Other parts of plants, grasses, moss, foliage and the like	2,500
ex 07.01	Fresh mushrooms	300 (or 50 tons)
ex 16.02	'Turkey roll'	100 (or 5 tons)
ex 17.02	Glucose	630 (or 700 tons)
ex 20.02	Roasted onions	195 (or 15 tons)
20.07	Fruit and vegetable juices	2,000
ex 21.07	Fat emulsions and similar preparations of a kind used in the manufacture of bakers' wares, containing more than 10 per cent of fat by weight	100 (or 20 tons)

EDB ext. 458/459/461

Dear Editor . . .

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET, and *not* to HMSO.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Iceland

TAX INCREASES: The Icelandic Government has announced measures to offset the cost of the Westmann Islands volcanic eruption. The main sources of revenue will be as follows:

The general sales tax is being raised from 11 per cent to 13 per cent. (There will be no change in the method of applying sales tax to importers who are also end users. The 10 per cent addition in respect of an importers/wholesalers' notional mark up is added as before, making the sales tax in these cases 14.3 per cent).

Property tax is raised by 30 per cent.

A new tax is being levied as an addition to company turnover tax. Local rates are being raised by 10 per cent.

In addition, contributions will come from the Treasury and from the Unemployment Insurance Fund. No further information is available. **EDB ext. 458/459/461**

Engineers from English Electric Valve Company's newly appointed Danish representatives, Classen-Smidth Import A/S, Copenhagen, visited Chelmsford recently for a product familiarisation course. They are watching a quality control check on a 3kW pulse magnetron, type M599, used widely in marine radar equipment. From the left: Mr. John Kragh and Mr. Borge Oleson, from Classen-Smidth, Mr. Ernie Kinnaird, and Dr. Alan Pickering, manager of the Magnetron Department at Chelmsford.

Yugoslavia

LIBERALISATION OF IMPORTS: The Yugoslav *Official Gazette* has announced changes in the classification of certain goods in the controlled import categories in the Yugoslav Law on Foreign Exchange Transactions.

The changes refer mainly to basic raw materials, products of the chemical and textile industries, and equipment for branches of industry of prime importance for the country's development. The goods affected fall within the following chapters of the Yugoslav tariff: 21, 25, 27-30, 32-42, 45, 46, 48-51, 53-67, 69-71, 73, 74, 76, 82-85, 89-92, 94, 97 and 98.

Some of the goods have been transferred to a new import category, DL, which is a form of liberal licensing.

Further details may be obtained on request. **EDB ext. 420/475**

DEPOSITS ON FOREIGN EXCHANGE TRANSACTIONS: It was announced in *Trade and Industry*, June 8, 1972 that dinar deposits would be required for foreign exchange transactions. The Yugoslav *Official Gazette* of November 30, 1972 published a note to the effect that the deposit required from enterprises and authorised banks using foreign financial credits as well as authorised banks which accept foreign deposits has been fixed at a rate of 75 per cent, irrespective of the length of the credits involved. Repayment of foreign financial credits may begin, at the earliest, 24 months from when the credit is taken up. **CRE ext. 2338/2339**

INCREASE OF IMPORT DUTIES: In *Trade and Industry*, February 22, it was announced that the import duty on certain goods had been increased by 50 per cent. Further details have now been received from Belgrade stating that the following headings of the Yugoslav tariff are affected.

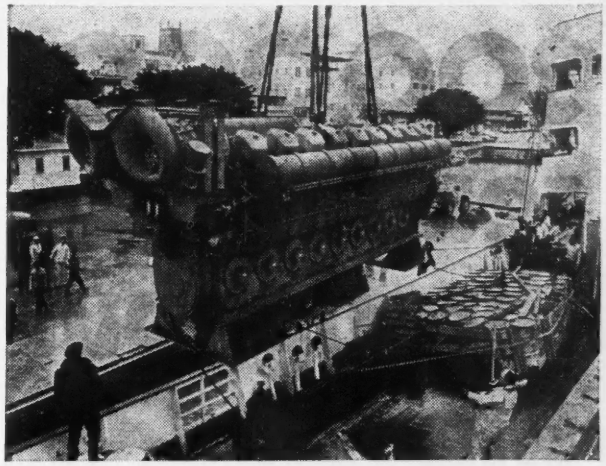
28.20/2; 28.38/1a; 29.14/1b; 32.05/4; 32.09/1, 2, 3 and 5; 38.15; 38.19/1p; 39.01/1b and 2b; 40.11.

EDB ext. 420/475

Israel

TARIFF AMENDMENTS: The Israeli authorities have issued the following amendments to the customs tariff:

Item no.	Description	Rate of duty
40.11.3020	In this subsection, tyre sizes 9 × 600, 10 × 650, and 12 × 700 are deleted	
44.03	In this item, section 2000 is followed by:	
2500	Wood used for the manufacture of peeled (rotary cut) sheets, other than those specified in sections 5000 and 6000	IL.42.00 per ton
3000	This section is repealed	
	Section 4000 is superseded by:	
4000	Avodire, luan, ocume, sapelli, utile, ilomba, makore, virola, meranti, limba, mahogany, andung or ozigo, not specified in section 2500	IL.42.00 per ton +20% *ad val.*
44.04	In this item, section 1000 is superseded by:	
1000	Wood used for the manufacture of peeled (rotary cut) sheets, other than those specified in sections 3000 and 4000	IL.42.00 per ton
	Section 2000 is superseded by:	
2000	Avodire, luan, ocume, sapelli, utile, ilomba, makore, virola, meranti, limba, mahogany, andung or ozigo wood, which have not been specified in section 1000	IL.42.00 per ton +20% *ad val.*
73.14	In this item, paragraph 3012 is superseded by:	
3012	Coated with zinc, of a diameter up to 1 mm	25% *ad val.*
73.38	The heading of section 1000 is superseded by:	
1000	Sanitary ware for indoor use, and parts thereof	
76.02.9920	In this subsection, '10%' is superseded by:	Exempt
	After subsection 9920 is inserted:	
9930	Other, round, copper-plated	Exempt
76.15	The heading of section 1000 is superseded by:	
1000	Articles commonly used in the house, other than sanitary ware	



The first of two 80-ton diesel engines built for the Bermuda Electric Light Company Limited by Crossley-Premier Engines Ltd., Manchester, a member company of Amalgamated Power Engineering Ltd., being off-loaded from the m.s. 'Adventurer' at Hamilton, Bermuda. This engine is part of a substantial contract for two 6,500kW diesel-alternator sets which will increase the generating capacity of Bermuda Electric Light's power station. Crossley-SEMT-Pielstick diesel engines of the type pictured have been commissioned recently in Sierra Leone, Macao, and Jordan.

Item no.	Description	Rate of duty
85.15.4035	In this paragraph the words 'not specified in item 4033' are deleted	
98.01	In this item, paragraph 2021 is supersded by:	
2021	Of aluminium	IL.80.00 per kg +20% *ad val.*
	Paragraph 2022 is repealed	

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

SURCHARGE AMENDMENT: The Israeli authorities have issued the following amendments to items on which surcharge is levied:

Tariff item no.	Description	Rate of tax
	The following four items are repealed:	
40.08	Rubber plates for footwear	
Chapter 48	Decorative paper	
54.03.2000	Ramie yarn, not put up for retail sale	
54.04.2010	Ramie yarn put up for retail sale	
	The rates on the following items have been reduced as follows:	
51.03.2010 or 2090	Yarn of artificial fibres (continuous) put up for retail sale	IL.0.75 per kg
Various	Aromatic or flavouring substances in a separate state, used in the food, cosmetic or soap industries, excluding all the following: benzophenone, benzyl acetate, terpineol, isobutyl acetate, ethyl acetate and methyl salicylate, terpenic by-products of customs heading 33.02 and elliptic alcohols composed of not less than 7 and not more than 13 carbon atoms	35%

EDB ext. 420/475

Lebanon

IMPORT LICENSING REGULATIONS—EDIBLE FATS: The Lebanese Minister of National Economy has issued a decision, published in the *Official Gazette* No. 10 of February 1, removing edible fats falling under tariff headings 15.02, 15.03 and 15.13 from the import licensing system. **EDB ext. 420/475**

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United Arab Emirates (Dubai)

CUSTOMS DUTY AMENDMENTS: On January 1 the customs duty on imports (except rice, flour, wheat, sugar and cement) into Dubai by sea was reduced from 4.625 per cent to 3 per cent *ad valorem*. The customs duty on imports of rice, flour, wheat, sugar and cement by sea, on imports by air (except of watches, gun metal and rough diamonds, which pay 1¼ per cent duty) and on goods in transit remains at 2 per cent. From October 1, 1972, no customs duty has been charged on goods entering Dubai from any other member of the United Arab Emirates. **EDB ext. 420/475**

Madagascar

DISLOCATION IN THE PORTS: It has been announced that the imposition of a 20 per cent shipping surcharge at the port of Tamatave (see *Trade and Industry*, February 22, page 376) would not be implemented before March 15, 1973. **CRE ext. 2334**

Singapore

CUSTOMS DUTIES: The Customs Duties (Amendment) Order 1973 amends with effect from January 25, 1973 the Customs duties leviable or description of goods in the following commodity codes, which should now read:

Code	Description	Unit of quantity	Customs duty		
			Full	Pref.	Excise
554-103	Abrasive soap in bars, cakes or moulded pieces or shapes	Kg	20%	20%	Nil
554-203	Surface active preparations including emulsifiers, liquid	Kg	20%	20%	Nil
554-204	Surface active preparations including emul-liquid	Tonne	20%	20%	Nil
554-205	Entry deleted				
621-030	Vulcanised rubber thread and cord, whether or not textile covered and textile thread covered or impregnated with vulcanised rubber	Kg	Nil	Nil	Nil
674-801	Galvanised iron or steel, sheets	Tonne	Nil	Nil	Nil
696-033	Blades for safety razors and blanks therefor, whether or not in strip	1,000	Nil	Nil	Nil

EDB ext. 401/468/469

New Zealand

CUSTOMS TARIFF INQUIRY — WINES AND SPIRITS: Following receipt by the New Zealand Minister of Customs of a report from the Emergency Protection Authority, the Government accepted the recommendation of the Authority that, in respect of all the rates of duty then in force (September 1, 1972), temporary additional duties of $1.00 per gallon be imposed on the wines of tariff items 22.05.011, 22.05.031, 22.05.039, 22.06.019; $1.20 per gallon on the wines of tariff items 22.05.021, 22.05.029, 22.06.011; and $0.85 per gallon on vermouths of tariff item 22.06.001. The temporary additional duties, as recommended by the Authority, were imposed with effect from October 13, 1972. In accordance with the provisions of the Tariff and Development Board Act the Minister of Customs has asked the Board to undertake an inquiry and report on what permanent form of protection, if any, it considers necessary to protect the New Zealand industry in relation to the importation of wine classified in tariff items 22.05.011, 22.05.021, 22.05.029, 22.05.031, 22.05.039, 22.06.001, 22.06.011, 22.06.019.

Subsequent to the receipt of the reference the Board wrote to the Ministers of Customs and Overseas Trade seeking wider terms of reference to include the wines and other beverages which were the subject of Tariff and Development Board report 143 of February 1, 1971. Report 143 dealt with the Board's inquiry on the question of eliminating the margins by which the rates of duty applicable to certain wines, etc. of Australian origin exceeded the rates of duty applicable to the same wines imported from other countries. Briefly, the Board recommended, and Government agreed, that the question of eliminating the margins on the goods under inquiry

should be deferred pending a full tariff and import licensing inquiry into all the wine items of tariff chapter 22.

The Minister of Customs has now advised the Board that the terms of reference have been widened to include the wines, etc. of tariff items 22.04.000, 22.05.001, 22.05.049, 22.06.029, 22.07.001, 22.07.011, 22.07.012, 22.07.019, 22.07.029, 22.08.002, 22.09.001, 22.09.021, 22.09.022, 22.09.031, 22.09.032, 22.09.041, 22.09.042, 30.03.001, 30.03.002 and 30.03.009. In addition, and arising from the recommendation in Report 143, the Minister has asked the Board to include in the current inquiry the question of the elimination of margins unfavourable to Australia on the tariff items affected.

In terms of the reference the Board will, in accordance with its normal procedures, conduct a public hearing for the purpose of taking evidence commencing at 2.00 p.m. on August 6, 1973 in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington. Full details of the goods included in the inquiry are set out in the schedule to this notice.

Parties intending to make representations or requests about appropriate rates of customs duty are asked to take into account the statement by the Minister of Overseas Trade of September 6, 1972 about changes in New Zealand customs tariff. Copies of this statement can be obtained from the Tariff and Development Board. Parties intending to make representations or requests about the exemption from import licensing of goods at present not exempt are asked to take into account the statement in the 1972 Financial Statement (page 19) that 'the Government has also decided that where the industry is to be exempted from import licensing there should be provision in appropriate cases for a phase-out period which in general will be for up to three years'.

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing, with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than July 13, 1973. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', tel. Wellington 43-706) and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member.

SCHEDULE

No.	Description	Rates of duty BP	MFN	GEN
22.04.000	Grape must, in fermentation or with fermentation arrested otherwise than by the addition of alcohol	22½%	..	22½%
22.05	Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol:			
22.05.001	Champagne containing not more than 40% of proof spirit per gal	..	$1.50	..
†*22.05.011	Other sparkling wine containing not more than 40% of proof spirit per gal	$2.50	$2.95 SA $2.42	$3.25
	Wine (except sparkling wine) and grape must, containing not more than 25% of proof spirit:			
†*22.05.021	In bottles per gal	$2.10 Aul $2.32	$2.40 SA $2.32	$2.60
†*22.05.029	Otherwise packed per gal	$2.10 Aul $2.32	$2.40 SA $2.32	$2.60
	Wine (except sparkling wine) and grape must, containing more than 25% but not more than 40% of proof spirit:			
†*22.05.031	In bottles per gal	$2.10 Aul $2.32	$2.40 SA $2.32	$2.60
†*22.05.039	Otherwise packed per gal	$2.10	$2.40	$2.60
22.05.049	Wine and grape must containing more than 40% of proof spirit per gal	$6.00	..	$6.30
22.06	Vermouths, and other wines of fresh grapes flavoured with aromatic extracts:			
†*22.06.001	Vermouths containing not more than 40% of proof spirit per gal	$1.45 Aul $1.67	$1.75 SA $1.67	$1.75
	Wines of fresh grapes (except vermouths) flavoured with aromatic extracts:			
†*22.06.011	Containing not more than 25% of proof spirit per gal	$2.10 Aul $2.32	$2.40 SA $2.32	$2.60
†*22.06.019	Containing more than 25% but not more than 40% of proof spirit per gal	$2.10 Aul $2.32	$2.40 SA $2.32	$2.60
22.06.029	Vermouths, and other wines of fresh grapes flavoured with aromatic extracts, containing more than 40% of proof spirit per gal	$6.00	..	$6.30
22.07	Other fermented beverages (for example, cider, perry and mead):			
22.07.001	Cider and perry containing not more than 15% of proof spirit per gal	65c	..	85c
	Other kinds:			
	Containing not more than 40% of proof spirit:			
†22.07.011	Sparkling per gal	$1.50	$1.95 SA $1.42	$2.25
	Other than sparkling:			
†22.07.012	Containing not more than 25% proof spirit per gal	90c Aul $1.12	$1.20 SA $1.12	$1.40
†22.07.019	Containing more than 25% of proof spirit per gal	$1.10 Aul $1.32	$1.40 SA $1.32	$1.60
22.07.029	Containing more than 40% of proof spirit per gal	$6.00	..	$6.30
22.08	Ethyl alcohol or neutral spirits, undenatured, containing not less than 140% of proof spirit; denatured spirits (including ethyl alcohol and neutral spirits) of any strength:			
22.08.002	Rectified spirits of wine for fortifying New Zealand wines under such conditions as the Minister may prescribe per proof gal	$1.80	..	$2.20
22.09	Spirits (other than those of heading No. 22.08); liqueurs and other spirituous beverages; compound alcoholic preparations (known as 'concentrated extracts') for the manufacture of beverages:			
	Cordials, liqueurs, and bitters (other than bitters prepared solely for use as flavouring for food or beverages):			
†22.09.001	Containing not more than 40% of proof spirit per gal	$1.10 Aul $1.32	$1.40 SA $1.32	$1.60
	Other kinds:			
	Sweetened:			
†22.09.021	Containing not more than 24% of proof spirit, in combination with other ingredients per gal	90c Aul $1.12	$1.20 SA $1.12	$1.40
†22.09.022	Containing more than 25% of proof spirit but not more than 40% of proof spirit, in combination with other ingredients per gal	$1.10 Aul $1.32	$1.40 SA $1.32	$1.60
	Other kinds:			
†22.09.031	Containing not more than 25% of proof spirit per gal	90c Aul $1.12	$1.20 SA $1.12	$1.40
†22.09.032	Containing more than 25% of proof spirit but not more than 40% of proof spirit per gal	$1.10 Aul $1.32	$1.40 SA $1.32	$1.60
	Unsweetened:			
†22.09.041	Containing not more than 25% of proof spirit, in combination with other ingredients per gal	90c Aul $1.12	$1.20 SA $1.12	$1.40

(continued on next page)

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TI 3/73

NEW ZEALAND
continued

No.	Description	Rates of duty BP	MFN	GEN
†22.09.042	Containing more than 25% of proof spirit but not more than 40% of proof spirit, in combination with other ingredients per gal	$1.10 Aul $1.32	$1.40 SA $1.32	$1.60
30.03	Medicaments (including veterinary medicaments): Medicated wines:			
30.03.001	Containing not more than 25% of proof spirit per gal	90c	$1.20 SA $1.12	$1.40
30.03.002	Containing more than 25% or proof spirit but not exceeding 40% of proof spirit per gal	*1.10	$1.40 SA $1.32	$1.60
30.03.009	Containing more than 40% of proof spirit per gal	$6.00	..	$6.30

* Duties shown include temporary additional duties imposed on the recommendation of the EPA—see first paragraph.

† Items upon which duty margin unfavourable to Australia exists—see second and third paragraphs.

Ref. CRE 1177/72 **CRE ext. 2321**

CUSTOMS TARIFF CHANGES—preserved fish: The New Zealand Government has issued Customs Tariff Amendment Order (No. 2) 1973, which came into force on February 9, 1973, amending tariff item 16.04.019 to read as follows:

Number	Description	Unit	Rates of duty British preferential	Most favoured nation	General tariff
Chapter 16 Preparations of meat, of fish, of crustaceans or molluscs					
16.04	Prepared or preserved fish, including caviar and caviar substitutes: Fish, preserved: In airtight containers such as cans, jars and the like, whether or not with added liquor, oil or sauce:				
16.04.019	Other per 100 lb.	lb.	$11.25 Aul free	$12.08 SA $11.25 DC $11.25	$12.50

EDB ext. 401/468/469

Medicaments. The New Zealand Government has issued Customs Tariff Amendment Order (No. 4) 1973 which came into force on February 9, 1973 amending Concession 23.4 as follows:

PROVISIONS SUBSTITUTED IN PART II OF THE CUSTOMS TARIFF (CONCESSIONS)

No.	Description	Rates of duty British preferential	Most favoured nation	General tariff
23.4	Medicaments, and preparations included in the Drug tariff pursuant to the Social Security Act 1964, as may be approved by the Minister of Customs on the recommendation of the Minister of Health, and subject to such conditions as the Minister of Customs may prescribe	Free	20%	25%

EBD ext. 401/468/469

TARIFF AND DEVELOPMENT BOARD REPORT—WASTE AND SCRAP OF PLASTIC. Copies of the following New Zealand Tariff and Development Board report are available from Commercial Relations and Exports Division:

Tariff no.	Description
39.01.199 39.02.199 39.03.299 39.04.099 39.05.199 39.06.199	Waste and scrap of plastic

Ref. CRE 1162/72 **CRE ext. 2321**

EMERGENCY PROTECTION AUTHORITY—UNSINTERED PTFE TAPE: The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of PTFE tape—unsintered.

Details of the tariff items under which the goods are dutiable are as follows:

Tariff item	Unit	British preferential	Most favoured nation	General
39.02.111	Cwt.	15% Aul Free	..	15%

The Emergency Protection Authority is required to report to the Minister by April 6, 1973. In the short time available for investigation United Kingdom interests wishing to make their views known to the Authority will no doubt get in touch with their agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', tel. Wellington 43-706). The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division. Ref. CRE 1208/73 **CRE ext. 2321**

Canada

SCIENCE EDUCATION SETS: The Canadian authorities have issued an amendment (PC 1973-100 of January 16) to the Science Education Set Regulations. The amendment is an addition to Section 8 of the regulations and prohibits the inclusion in the sets of instructions or suggestions for tests involving the cultivation, etc. of certain micro-organisms. Copies of the amendment are available from Export Data Branch. **EDB ext. 455/456/457**

United States

MATERIALS-HANDLING EQUIPMENT — ANTI-TRUST ACTION: *Trade and Industry*, October 26, 1972 gave notice of an anti-trust action which charged six trade associations with conspiring to deny foreign materials-handling equipment access to the US market. The terms of the judgment as it stands at the moment will prohibit the defendants from adopting unreasonable or discriminatory membership requirements and from limiting their members' manufacture or sale of materials-handling equipment made outside the United States. It also orders them to allow non-members to exhibit at their trade shows and to allow their own members to exhibit at trade shows not sponsored by the defendants.

Comments from members of the public to the US Department of Justice were invited during the 30-day waiting period prior to the judgment becoming final. The defendants could use this time to appeal against the wording of the judgment. Copies of this consent decree are available. Another notice will be published when the final text of the judgment is known. **CRE ext. 2647**

COSMETIC INGREDIENT LABELLING: *Trade and Industry*, August 31, 1972 referred to a format announced by the US Food and Drug Administration for cosmetic ingredient labelling to be used by manufacturers on a voluntary basis pending legislation. It is now proposed that this should be the format for mandatory ingredient labelling. At the same time consideration is being given to a petition proposing similar requirements. Comments may be submitted to the US Department of Health, Education and Welfare until April 9. (FR 7.2.73) **CRE ext. 2397**

MATTRESSES—FLAMMABILITY STANDARD: *Trade and Industry*, July 6, 1972 announced that a flammability standard for mattresses (DOC FF 4-72) would become effective in the United States on June 6, 1973. It is now considered that amendments may be needed in the testing procedure and sampling plan of the standard; proceedings have been instituted for this purpose. (FR 8.2.73) **CRE ext. 2397**

FIREWORK DEVICES FOR CROP PROTECTION: *Trade and Industry* of April 20, 1972 announced proposals to revoke the exemption permitting certain fireworks to be used for bona fide crop protection purposes. The proposal has now been adopted and becomes effective on March 22. (FR 20.2.73) **EDB ext. 455/456**

Jamaica

INDUSTRIAL INCENTIVES LAW 1956: Glucose syrup and solids have been declared 'approved products' for the purposes of the Industrial Incentives Law 1956. A notice that consideration was being given to designate these products appeared in *Trade and Industry*, December 12, 1972, page 468. Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica. **CRE ext. 2627**

Colombia

IMPORT LIBERALISATION: The Colombian Foreign Trade Institute has placed 254 items on the Free Licence list. Although these goods require an import licence, import is not subject to prior approval and they can be imported freely subject to exchange availability. Part of or all of the following tariff numbers are affected:

09.07 12.01 21.03 25.12 25.18 27.12 28.12 28.13 28.20 28.29 28.34 28.42 28.45
29.02 29.04 29.06 29.13 29.14 29.15 29.16 29.22 29.23 31.04 32.05 32.07 32.09
37.02 37.03 38.03 38.07 38.08 38.15 38.19 39.02 39.03 40.01 40.02 40.11 45.01
45.03 47.02 48.01 48.03 51.01 53.01 55.01 55.09 56.01 69.02 70.11 70.21 73.02
73.03 73.08 73.11 73.13 73.15 73.16 73.18 73.20 73.29 73.33 74.01 74.05 74.07
74.11 74.19 76.01 76.05 78.01 79.01 81.01 81.04 82.03 82.04 82.05 82.06 82.11
83.01 84.05 84.07 84.08 84.09 84.10 84.18 84.21 84.22 84.26 84.32 84.34 84.35
84.36 84.41 84.45 84.49 84.59 85.01 85.05 85.07 85.08 85.13 85.18 85.19 85.20
85.21 85.24 87.03 87.06 87.07 87.11 88.02 88.04 90.01 90.02 90.05 90.06 90.07
90.08 90.09 90.10 90.11 90.13 90.16 90.18 90.20 90.23 90.26 90.27 90.28 91.01
91.02 91.03 91.05 91.06 91.07 91.08 91.09 91.11 92.01 92.02 92.03 92.04 92.05
92.06 92.07 92.08 92.10 92.11 92.12 92.13 97.06 98.04 98.11

EDB ext. 474/476/7312

Venezuela

NEW TARIFF—INTRODUCTION DEFERRED: The Venezuelan Ministry of Finance has announced that the introduction of the new tariff—by Decree 1168 of December 27, 1972—has been deferred for all goods until May 1, 1973. **EDB ext. 474/476/7312**

Ecuador

PRIOR DEPOSITS: On February 26, 1973 the Ecuadorean Monetary Board abolished the prior deposit requirement for goods on Lists 1 and 2. **EDB ext. 474/476/7312**

CRE Commercial Relations and Exports Divisions
Department of Trade and Industry
1 Victoria Street, London SW1H 0ET
Tel. 01-222 7877

EDB Export Data Branch, Export Services Division
Department of Trade and Industry
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757

New EC legislation

Further information on the items in this section is available from Department of Trade and Industry, Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174 or 408 or Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877 ext. 2354 or 2355)—the appropriate reference point is given at the end of each section.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the fisheries and various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*. The texts may be seen on application.

General. Regulation (EEC) No. 560/73 amending Regulation (EEC) No. 222/73 on the exchange rates to be applied in agriculture for the currencies of the new Member States. (*Official Journal* No. L55, February 28, 1973)

Oils, fats and oilseeds. Regulation (EEC) No. 526/73 on the financing of special measures for colza and rape seed. (*Official Journal* No. L51, February 24, 1973)

Regulation (EEC) No. 527/73 amending Regulation (EEC) No. 1569/72 laying down special measures for colza and rape seed. (*Official Journal* No. L51, February 24, 1973)

Regulation (EEC) No. 540/73 altering the compensatory amount for imports of certain olive oil originating in or coming from Spain. (*Official Journal* No. L51, February 24, 1973)

Regulation (EEC) No. 551/73 making a fourth amendment to the Annex to Regulation (EEC) No. 1576/72 as regards the differential amounts for colza and rape seed. (*Official Journal* No. L54, February 27, 1973)

Regulation (EEC) No. 598/73 amending Regulation (EEC) No. 1204/72 laying down the detailed rules for the application of the subsidy system for oil seeds. (*Official Journal* No. L57, March 2, 1973)

Regulation (EEC) No. 573/73 fixing the production refund on olive oil used in the manufacture of certain preserved fish and vegetables. (*Official Journal* No. L56, March 1, 1973)

Regulation (EEC) No. 627/73 making a fifth amendment to the Annex to Regulation (EEC) No. 1576/72 as regards the differential amounts for colza and rape seed. (*Official Journal* No. L58, March 3, 1973)

Sugar. Regulation (EEC) No. 363/73 fixing normal stocks of sugar for the new Member States on February 1, 1973. (*Official Journal* No. L39, February 12, 1973)

Regulation (EEC) No. 364/73 adopting special measures for new Member States for white sugar used in the chemical industry. (*Official Journal* No. L39, February 12, 1973)

Regulation (EEC) No. 365/73 concerning the application of the system of offsetting storage costs for sugar in the new Member States. (*Official Journal* No. L39, February 12, 1973)

Regulation (EEC) No. 366/73 laying down interim rules for sugar imported under certain conditions by certain Member States pursuant to agreements arising out of the International Sugar Agreement. (*Official Journal* No. L39, February 12, 1973)

Regulation (EEC) No. 622/73 on the opening by the new Member States of a standing invitation to tender for the purpose of determining denaturing premiums for white sugar for feeding to bees. (*Official Journal* No. L58, March 3, 1973)

Cereals and rice. Regulation (EEC) No. 367/73 amending, as regards its application in the new Member States, Regulation (EEC) No. 1493/71 on price increases and reductions applicable to intervention in cereals. (*Official Journal* No. L39, February 12, 1973)

Regulation (EEC) No. 368/73 derogating from Regulation (EEC) No. 1403/69 as regards the standard method of denaturing common wheat in Ireland and the United Kingdom. (*Official Journal* No. L39, February 12, 1973)

Regulation (EEC) No. 372/73 supplementing Regulation (EEC) No. 1533/72 as regards the fixing of the denaturing premium for common wheat for the 1972/73 marketing year in the new Member States. (*Official Journal* No. L39, February 12, 1973)

Regulation (EEC) No. 538/73 amending Regulation (EEC) No. 2196/71 as regards the period of validity of import licences for rice. (*Official Journal* No. L51, February 24, 1973)

Regulation (EEC) No. 621/73 derogating from Regulation (EEC) No. 1403/69 as regards the standard method of denaturing common wheat in Denmark. (*Official Journal* No. L58, March 3, 1973)

Cattle, beef and veal. Regulation (EEC) No. 362/73 extending the period of validity of the provisions of Article 1 of Regulation (EEC) No. 2816/72 as regards the amount of security to be given on importation of young bovine animals and calves for fattening, from January 31, 1973 to April 1, 1973. (*Official Journal* No. L39, February 12, 1973)

Eggs and poultry. Regulation (EEC) No. 373/73 correcting Regulation (EEC) No. 2335/72 as regards the distinguishing number allocated in Ireland to establishments producing eggs for hatching and chicks of domestic poultry. (*Official Journal* No. L39, February 12, 1973)

Regulation (EEC) No. 374/73 laying down the temporary measures to be taken because of Accession relating to the implementation of Regulation (EEC) No. 1619/68 on marketing standards for eggs in Denmark. (*Official Journal* No. L39, February 12, 1973)

Regulation (EEC) No. 375/73 laying down the temporary measures to be taken because of Accession relating to the implementation of Regulation (EEC) No. 1349/72 concerning production of and trade with eggs for hatching and chicks of domestic poultry in Denmark. (*Official Journal* No. L39, February 12, 1973)

Regulation (EEC) No. 571/73 amending Regulation (EEC) Nos. 1373/70 and 2637/70 as regards detailed rules for the application of the system of advance fixing certificates for poultrymeat and eggs. (*Official Journal* No. L56, March 1, 1973)

Regulation (EEC) No. 572/73 establishing egg and poultrymeat products eligible for advance fixing of export refunds. (*Official Journal* No. L56, March 1, 1973)

Fruit and vegetables. Regulation (EEC) No. 528/73 amending Regulation (EEC) No. 228/73 laying down general rules for the system of compensatory amounts for fruit and vegetables. (*Official Journal* No. L51, February 24, 1973)

Regulation (EEC) No. 537/73 fixing for the first part of the 1973 marketing year the reference price for cucumbers. (*Official Journal* No. L51, February 24, 1973)

Regulation (EEC) No. 574/73 repealing Regulation (EEC) No. 2786/72 applying the duty in the Common Customs Tariff to

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mandarins, satsumas, clementines, tangerines and other similar citrus hybrids originating in Turkey. (*Official Journal* No. L56, March 1, 1973)

Milk and milk products. Regulation (EEC) No. 356/73 amending Regulation (EEC) No. 757/71 on special rules of application for granting aid for exports of skimmed-milk powder for use as feed and skimmed-milk processed into compound feedingstuffs. (*Official Journal* No. L39, February 12, 1973)

Regulation (EEC) No. 371/73 amending Regulation (EEC) No. 685/69 on detailed rules of application for intervention on the market in butter and cream. (*Official Journal* No. L39, February 12, 1973)

Regulation (EEC) No. 624/73 on the granting of private storage aid for long-keeping cheeses. (*Official Journal* No. L58, March 3, 1973)

Seeds. Regulation (EEC) No. 596/73 amending Regulation (EEC) No. 1675/72 for the purpose of fixing aid for seed for the 1972/73 marketing year. (*Official Journal* No. L57, March 2, 1973)

Regulation (EEC) No. 597/73 amending the Annex to Regulation (EEC) No. 2358/71 on the common organisation of the market in seed and Regulation (EEC) No. 1674/72 laying down general rules for granting and financing aid for seed. (*Official Journal* No. L57, March 2, 1973)

Fish. Regulation (EEC) No. 620/73 fixing the withdrawal price for plaice, valid in Ireland, for the fishing year 1973. (*Official Journal* No. L58, March 3, 1973) **EDB ext. 7174/408**

TEMPORARY SUSPENSION OF IMPORT DUTIES: The texts of three Regulations temporarily suspending, partially or totally, the customs duties on certain products have been published in the *Official Journal of the European Communities* as follows:

Regulation (EEC) No. 359/73 authorising the United Kingdom to partially suspend at 5 per cent the customs duties on certain derived products from pears not containing added sugar, falling within the Common Customs Tariff heading 20.06 and imported from the other Member States. (*Official Journal* No. L39, February 12, 1973)

Regulation (EEC) No. 569/73 temporarily suspending the customs duties on certain fruit and vegetables falling within the Common Customs Tariff headings 07.01 and 08.09 and originating in the Associated African and Malagasy States and the Overseas countries and territories. (*Official Journal* No. L56, March 1, 1973)

Regulation (EEC) No. 570/73 temporarily suspending the customs duties on certain fruits and vegetables falling within the Common Customs Tariff headings 07.01 and 08.09 and originating in Tanzania, Uganda and Kenya. (*Official Journal* No. L56, March 1, 1973) **EDB ext. 7174/408**

IMPORTS FROM NON-MEMBER COUNTRIES: The *Official Journal of the European Communities* No. L51, February 24, 1973, contains the texts of the following Decisions:

Decision 73/15/EEC authorising Belgium, Luxembourg and the Netherlands not to apply Community treatment to men's shirts of man-made synthetic textile fibres falling within heading ex 61.03 of the Common Customs Tariff, originating in Romania and in free circulation in the other Member States.

Decision 73/16/EEC authorising Belgium, Luxembourg and the Netherlands not to apply Community treatment to cutlery, spoons and forks of stainless steel falling within headings ex 82.09 and 82.14A of the Common Customs Tariff, originating in Japan and in free circulation in the other Member States. **EDB ext. 7174/408**

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry*, February 15, 1973 (page 329) contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1973. The *Official Journal of the European Communities* No. C6, February 20, 1973, contains the text of a notice reimposing with effect from February 21, 1973, the Common Customs Tariff duties on certain of these products, as follows:

(*continued on next page*)

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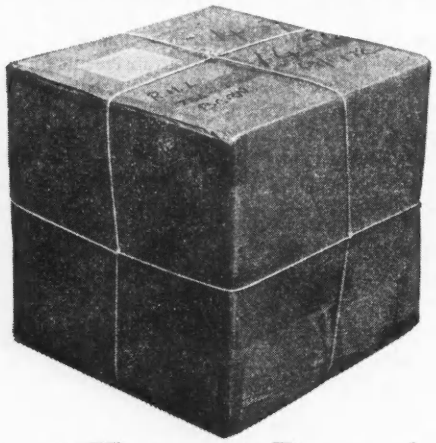

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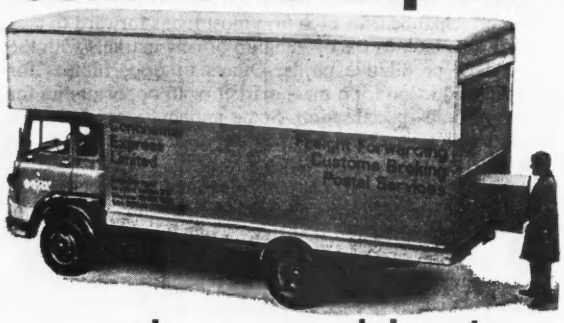

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UNCTAD GENERALISED PREFERENCE SYSTEM
continued

CCT heading no.	Description of goods	Country of origin	Tariff quota set up by Reg. no.
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98.15	Vacuum flasks and other vacuum vessels, complete with cases; parts thereof, other than glass inners	Hong Kong	2761/72

EDB ext. 7174/408

CUSTOMS REGULATIONS—MOVEMENT OF GOODS: The *Official Journal of the European Communities* No. L39, February 12, 1973, contains the text of Regulation (EEC) No. 357/73 on the movement of goods obtained in the Community under a procedure for the suspension or drawback of customs duties or other import charges. **EDB ext. 7174/408**

Trade with Finland, Iceland and Norway

ARRANGEMENTS governing trade with Finland, Iceland and Norway from April 1, 1973 are as follows.

Finland

As reported in *Trade and Industry*, August 10, 1972, a Free Trade Agreement has been negotiated between the enlarged EEC and Finland, but this agreement has not yet been signed. An understanding between the Governments of the United Kingdom and Finland has therefore been reached whereby 1972 EFTA duty rates will be applicable to trade between the two countries until the Free Trade Agreement is signed or until the end of 1973, whichever is the sooner. The rules of origin to be applied from April 1, 1973 will be those contained in the Free Trade Agreement negotiated by Finland, which are broadly similar to those contained in the Swedish Free Trade Agreement with the EEC.

Iceland

The Free Trade Agreement between the enlarged EEC and Iceland, details of which were published in *Trade and Industry*, August 10, 1972, has now been ratified and will enter into force, with the exception of Protocol 3 relating to certain fish products, on April 1, 1973.

Norway

As announced in *Trade and Industry*, November 9, 1972, the UK and Norway have agreed to maintain throughout 1973 those EFTA rates of duty applicable on December 31, 1972. Until March 31, 1973 the qualifications for these rates will continue to be the EFTA origin rules. Pending the conclusion of a Free Trade Agreement between the enlarged EEC and Norway, it is expected that the new rules of origin which have been incorporated in the Free Trade Agreements between the Community and the other EFTA non-acceding countries will apply to trade between the UK and Norway from April 1, 1973. A further announcement will be made as soon as this arrangement has been confirmed.

Inquiries should be addressed to Department of Trade and Industry, Commercial Relations and Exports Division, 1 Victoria Street, London SW1H 0ET, tel. 01-222 7877 ext. 2305 (Finland), 3015 (Iceland), 3826 (Norway).

Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London, EC1P 1BN. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies; carriage extra.

Government incentives are stimulating investment

—Mr. Christopher Chataway

BUSINESS confidence is stronger now than for a very long time, the Minister for Industrial Development, Mr. Christopher Chataway, said at the annual dinner of Plymouth Chamber of Trade and Commerce on March 8.

'A record number of British manufacturers are now in favour of increasing capital expenditure on plant and machinery over the next 12 months. The outlook for investment in buildings is at its highest for four years. The Government's determination to maintain the growth policy and to win the battle against inflation will do much to sustain this confidence in the future.

'In determining the counter-inflation strategy one of our major considerations has been that measures which could prejudice capital investment must be avoided. This intention is reflected in the proposals for the Price and Pay Code published last week. The limitation on prices is related to allowable costs, and profit control is related to the average level of firms' profits in the best two out of the last five years. Moreover, the profit control is on the margin, not on the total. Profits can rise with increased sales and they can be expected to grow as economic expansion continues. It is essential that we should make the price restraint aspect of our code effective. Nevertheless the Price Commission will have some latitude where it is satisfied that application of the general rules would impede investment.

'But the most important point is that we are in a period of rapid expansion. With more sales will come more profits to provide the capital for new investment. And investment itself benefits from massive financial incentives.

'Government investment incentives are proving an important factor in stimulating industrial activity, particularly in the assisted areas. New industry has made an important contribution to employment growth in Plymouth. Since becoming an Intermediate Area four years ago its attractiveness as a place to invest has greatly increased. Under the Industry Act building grants are available in Plymouth on top of national tax allowance and selective financial assistance. Firms moving to or expanding in the Plymouth intermediate area can recoup over a third of their expenditure on a typical project.

'Compared with a year ago Plymouth now has 1½ times as many unfilled vacancies while unemployment has fallen by a quarter to 3,500. The unemployment rate in the area has improved to 3.7 per cent compared with 3.2 per cent for Great Britain as a whole. Last year inquiries from industry considering setting up in the South West's assisted areas were over double the previous year's rate and with the economy growing strongly these areas as a whole can expect sustained interest and further new projects.

'With demand and production rising, unemployment falling dramatically and strong import demand forecast throughout the world the crucial question for British manufacturers should be not so much "what are my prospects?" but "am I equipped to exploit them?" It is imperative that manufacturers urgently reappraise their capacity requirements now—not when it will be too late or when the engineering industry no longer has spare capacity. Engineering orders for the home market are at their highest since 1969 with machine tool orders at their highest since records were first kept.

'We need to modernise and invest more to sustain over the long term the much more rapid growth we are at last getting. We need to invest more to be able to meet increased home demand without having to rely on more imports. We need to invest more to make the most of opportunities in the Community and in world markets and be equipped to meet increased competition from the Six. We need to invest more if we are to move up the league of industrial nations and above all to make a real success of our regional policies and ensure that all areas of the country share fully in the nation's wealth.

'Membership of the enlarged Community will give a new dimension to regional policy. As a first step the Commission is right now identifying the problems throughout the Community, and we shall make sure that our own regional difficulties are fully appreciated. Member states will also co-ordinate their national policies for the regions. There are already rules for this which apply in the more prosperous central areas of the Community. Their objectives is to ensure that regions are not given unfair advantage under cover of regional aid. It would make no sense for one area to outbid others for internationally mobile investment and as a result grow even richer at the expense of more needy regions.

'I have heard people say that because of this we shall be prevented from effectively helping our assisted areas and tackling regional imbalances. This is precisely the opposite of the Community's intention. Indeed the Community could not hope to prosper and work towards economic union if regional disparities whatever their nature were allowed to remain.

'The Regional Development Fund, like the development of a satisfactory co-ordination policy, will be the result of nine member states putting their heads and ideas together. What emerges must be in the interest of all. Nothing less could succeed.

'To use a community "regional policy" term I should now like to turn to the more "transparent" benefits of EEC entry. I believe that a new era is dawning for British exporters. Prospects are brighter now than for a very long time—in markets throughout the world as well as in the Community.

'Since the floating of the £ the competitiveness of British exports has increased in Community markets. This should spur us to achieve an increase in sales substantially bigger than the overall expansion of the Community market. Provided of course we succeed in keeping down our costs and prices.

'Community entry undoubtedly offers immense scope for more agressive marketing. Here in Plymouth where you have so many representatives of rapidly expanding firms you will be familiar with the problem of getting to know the credit worthiness of new buyers. Your customers' business may look in very good shape on the outside. But particularly for a large order you have got to find out what it's like when the paper's off the cracks.

'This is where the Export Credits Guarantee Department can help. An ECGD policy is an excellent basis for a sales attack, as about 12,000 British exporters have already discovered. I cannot understand why only 12 are in Plymouth. I do not believe that your firms are sufficiently aware of the facilities the Department offers. Not only will the Departmnet insure you against non-payment, but it has valuable credit information on 114,000 buyers in Europe. Furthermore an ECGD policy can enable you to offer credit to your customers at rates cheaper than would otherwise be possible.'

Points from the 1973 Budget

'THE central objective of the Government's economic strategy is to maintain a faster rate of growth of national output,' said Mr. Anthony Barber, Chancellor of the Exchequer, introducing his Budget speech in Parliament on March 6. 'And a key part of that strategy must be to control inflation.... The twin theme of our strategy therefore is this—expansion and the attack on inflation'.

Expansion

On expansion, the Chancellor said that the aim of the last Budget —a 5 per cent growth rate over 18-month period to the present half year—was broadly being achieved. 'We have achieved our first objective—to lift the economy on to a path of higher growth,' he said. 'My aim in this Budget, looking ahead over the next year or so, is to continue on that path.' There were three conditions necessary to maintain this faster growth. They were:

(a) Higher level of industrial investment
(b) Growth not to be halted as a means of dealing with inflation or balance of payments
(c) The conquest of inflation.

Inflation

Speaking of inflation, Mr. Barber said that the success of the Government's second stage counter-inflation policy was crucial to hopes for steadier prices and rising prosperity. A further period of price restraint might seem onerous, he said, 'But industry stands to gain with the rest of us from sustained economic growth and the investment which it requires and stimulates.'

Tax reform

In his general observations about the Government's strategy for taxation and tax reform, the Chancellor commented that the old dual system of income tax and surtax would be replaced next month by a new unified tax; that Purchase Tax and the Selective Employment Tax would be replaced by the Value Added Tax, with a single standard rate; and that the old Corporation Tax was to be replaced next month by a new style Corporation Tax allied to a simpler and more generous system of investment incentives 'than we have ever had in this country before'. Beyond the traditional framework of the tax system were proposals for a tax credit system. This scheme was now being examined by a Select Committee.

International Monetary Reform

The Chancellor reported that last September the Committee of 20 was set up by the International Monetary Fund to advise and report on all aspects of reform of the International monetary system. The UK had consistently given a lead in this field but there was a paramount need for a more efficient monetary system. On the possibility of a joint float of EEC currencies, the Chancellor made it clear that a number of conditions were essential:

(a) An acceptable starting pattern of central rates
(b) An unimpaired right to change the rate after consultation
(c) All member states to grant unlimited and unconditional support
(d) At least some of the support should be interest-free
(e) There should be no immediate increase in UK food prices

'On this basis the arrangements proposed would have three positive advantages for the UK,' said Mr. Barber, 'In addition to the advantages for Europe inherent in the scheme itself.'

(a) Import prices would be kept down
(b) The rate structure would be supported by the resources of the EEC
(c) The UK would be insulated from risks due to sterling liabilities.

Economic outlook—Balance of payments

The Chancellor said that recent currency realignments should not significantly affect the current balance of payments. The surplus on invisibles would offset much of the likely visible trade deficit. The rate of increase of import demand should ease and the recovery of world trade was under way. The recent movement of sterling had improved the UK's competitiveness. Mr. Barber reminded the House that, after the excessive inflow of dollars in 1971, the Government withdrew exchange cover facilities for foreign currency borrowing by certain public sector bodies. 'Similar facilities will now be restored and the Government will accordingly consider applications in appropriate cases.'

The Chancellor said that one of the major objectives of the Budget must be to see that the rise in investment was maintained. The present system of investment incentives was more generous than in other EEC member countries or in the USA. With these incentives, the most effective way to encourage investment was to pursue a sustained rate of growth of demand. Taking all considerations into account, the Budget would be broadly neutral. He added: 'I shall if necessary not hesitate to act at any time of the year, in whatever direction the economy may require, on expenditure, on taxation or on monetary policy'.

Company taxation

After dealing with public expenditure and monetary policy, Government finance and savings, and estate duty, the Chancellor spoke on company taxation.

'As far as the structure of the Corporation Tax is concerned, the Finance Bill will provide two significant changes affecting groups of companies,' he said. 'These are the outcome of consultations between the Inland Revenue and representatives of industry.

'I was urged last year by a number of important groups of companies, and in particular those with large overseas interests, to make more flexible the provisions under which companies may surrender advance corporation tax to their subsidiaries. The problem was that I could not contemplate any relaxation in the treatment of groups unless I could also take action to counter certain artificial manipulations of the group relief provisions involving in effect the sale of capital and other allowances at a discount. This abuse was spreading rapidly and there was reason to fear a possible loss of tax of the order of £100 million a year.

'We have now found a solution to deal with this problem. This is another instance of the value of the kind of consultation, at professional level, which we have tried constantly to foster in the programme of taxation reform. The changes will be described in detail by my Hon. Friend the Chief Secretary later in the debate.

'Last year much consideration was given, and rightly so, to the position of unquoted companies under the new tax system. I have looked again at the possibility of devising a transitional scheme of relief for such companies. But the hard fact is that any scheme of this kind would inevitably be costly: to give a significant degree of relief across the board could well entail a cost of £75 million in the initial year. The House will understand why I cannot contemplate a cost of this order in present circumstances.'

Offshore oil and gas

The Chancellor said that profits from exploration and exploitation of the resources of the Continental Shelf were normally liable to United Kingdom tax only if they were earned by an enterprise resident in the United Kingdom. This followed because a resident enterprise was liable to tax on all its income from any source throughout the world. But under the present law profits which a non-resident enterprise made from such operations on the Continental Shelf were not liable to tax here unless made through a branch in this country.

'This situation is no longer justifiable,' said Mr. Barber. 'All profits from exploration and exploitation of the United Kingdom sector of the Continental Shelf will therefore be brought within the charge to United Kingdom tax. At the same time employments on the Shelf, which in many cases have been outside the scope of United Kingdom income tax, will become chargeable to tax under the normal rules.

'The Public Accounts Committee last week drew attention to the probability that the yield of tax to the British Exchequer from the North Sea profits may in the case of many of the companies be seriously impaired by the set-off of artificial losses made by those companies from their trade in oil from other parts of the world, and they recommended that the Government should take action substantially to improve the effective tax yield from operations on the Continental Shelf.

'I am sure that the Committee was right, and I accept this

recommendation. The House will wish to know how these artificial losses arise. The companies producing oil in the Middle East and elsewhere sell the crude oil at what are called "posted prices". These prices are largely dictated by the governments where the oil is produced. But these "posted prices" are considerably higher than normal commercial prices and the broad effect of these arrangements, therefore, is to produce an artificially inflated profit in the producing country which the Government of that country can tax, and a corresponding artificial loss in this country which under the existing law is available for relief against other profits.

'Up till now this has been a theoretical rather than a practical problem as there have been little or no other profits against which the losses could be set. But the situation will be quite different with the profits from North Sea oil. If we are to safeguard our position we must take action. The magnitude of this problem can be judged from the fact that the losses which have already accumulated amount to £1,500 million. This means that, unless we make a change, the first £1,500 million of profits from North Sea oil would effectively be exempted from corporation tax. And this in its turn might well mean that, as the PAC observed, we should get little tax revenue from North Sea oil production even by 1980.

'To implement the recommendation of the PAC it is therefore necessary to deal both with the new losses and with those which have already accumulated. The PAC Report makes special mention of two techniques for this purpose. First, for dealing with current losses which arise from the use of artificial prices it would be possible to prescribe an alternative administered price for United Kingdom tax purposes. Second, the accumulated losses could be segregated so that they were set only against future profits from the existing business and not against profits from the Continental Shelf.

'I agree with this approach and propose to follow it. In the normal way I would have legislated in this year's Finance Bill. But the issues involved are complex and it is therefore in the general interest to have full consultations with the industry first to ensure that the legislation takes full account of the practical problems involved. Profits from North Sea oil will probably not arise until 1975 so that deferment of the legislation should not create difficulties. But in any event I wish to make it clear that the Exchequer must not suffer as a result of any delay caused by the need to consult. The legislation will therefore provide that the new arrangement to prevent current losses will apply to the current trading year of the companies; the arrangements for accumulated losses will apply to any losses which had arisen for tax purposes up to the end of the companies' last accounting period.

'The PAC also pointed out that under the present arrangements the Exchequer's share of the "take" from oil operations on the Continental Shelf is substantially less than is obtained in other countries. As I have already said, profits from North Sea oil will probably not arise until 1975, but I can assure the House that the Government already had under consideration the other important questions affecting licensing terms and the Government's "take" from operations on the United Kingdom Continental Shelf to which the PAC has drawn attention.'

Indirect taxation

The Chancellor confirmed that the rate for Value Added Tax would be 10 per cent. The rate of car tax would also remain at 10 per cent.

He continued: 'In accordance with the arrangements for joining the EEC, protective duties charged on imports from the other member countries will be progressively reduced and finally abolished. The relatively small protective elements in the customs revenue duties will therefore be reduced by one-fifth in respect of imports from the EEC in accordance with the timetable set out in the Treaty of Accession. The Treasury will be empowered by Order to make the further adjustments to these duties required by the Treaty, beginning on January 1, 1974.

'Next I deal with the question of those goods liable to revenue duties which from April 1 will also be chargeable with VAT at the standard rate. They are alcholic liquor, tobacco, matches and mechanical lighters. The basic rates of these duties will be abated by such amounts as are necessary to secure from the goods concerned broadly the same total revenue—that is from revenue duty and VAT combined—in 1973-4 as would have been obtained solely from the existing rates of revenue duty.

'It follows from the decision to abate the revenue duties fully to offset the introduction of VAT that stocks which are held by registered VAT traders, and which have paid duty at the higher rates, will qualify for relief, to the extent of the abatement, under the stock rebate scheme which has already been announced, and to which I turn next.

Mr. Mwai Kibaki, Minister for Finance and Economic Planning; Dr. Mjoroge Mungai, Minister for Foreign Affairs, and Mr. G. G. Kariuki, Assistant Minister for Lands and Settlement, Kenya, pictured (left to right) outside the House of Commons in London. The Ministers who were in London for the British-Kenyan Ministerial talks listened to the Budget Day speech in the House by Mr. Anthony Barber, Chancellor of the Exchequer. The main purpose of the talks was to re-emphasise the warmth of relationships between the two countries. The talks also gave high ranking Kenyan Ministers an opportunity to meet their British opposite numbers.

'Last November I announced proposals for avoiding double taxation on goods which have been acquired before VAT comes into force on April 1, but which are sold by a registered VAT trader after that date and so attract VAT. The transitional problem arises when such goods have borne either purchase tax, or one of the revenue duties which will be abated to take account of the introduction of VAT.

The rebate scheme has been widely welcomed by the trade interests concerned, and as a result of the scheme, there will be no excuse for increasing retail prices on the argument that traders need to recover purchase tax or revenue duty as well as VAT on goods in stock on March 31.

Mr. Barber announced action to safeguard the consumer, first, by special powers in the Counter-Inflation Bill now before Parliament, and, second, by a major campaign of newspaper and television advertising.

'In the Counter-Inflation Bill' he said, 'we are taking special powers to ensure that, where the yield of VAT is less than that of the purchase tax and SET which it is replacing, the cuts in taxation will lead to prices being reduced in line with the tax reduction, and that, where the reverse is the case, any price increases will be no more than is strictly justified by the tax change. In this respect, therefore, the situation will be quite different from decimalisation, where there were no such powers. And, of course, there is no question of a free-for-all when these special powers end: prices will continue to be subject to the strict control provided for in the Bill.

'The newspaper and television advertising campaign will begin next week. We have had extensive consultations with representative trade bodies, in order to work out with them patterns of price changes which will be both commercially realistic for retailers and acceptable to the Government as correctly reflecting all the tax

(continued on next page)

changes—the abolition of SET and purchase tax as well as the introduction of VAT. All this has, of course, been on the provisional basis of last year's Finance Act. The trade organisations could not have been more co-operative.

'I am grateful also to those consumer bodies and others who have already published fair and balanced forecasts of price changes, on the basis of the provisional rate of VAT. Some newspapers and magazines in particular, have in this respect performed an invaluable public service.

'From some other quarters, there have been totally misleading statements about the consequences of the changeover from purchase tax and SET to VAT—some of them, I am sorry to say, made in this House.

'What we shall do, therefore, in this newspaper and TV campaign is to give the nation the facts. We shall give the housewife clear information about how the changeover will affect her.

'We shall set out in newspaper advertising and in leaflets a list of more than 150 main items of consumers' expenditure, and show how as a result of the tax changes their prices are likely to move. If any member of the public finds that prices in a particular shop have changed in a way which is out of line with this Shoppers' Guide he or she will be able to complain to the Weights and Measures Inspectorate who will be empowered to investigate whether the retailer has properly reflected the tax change in his prices.

Referring to foods, other than pet foods, which are at present charged to Purchase Tax—mainly confectionery, and ice cream, crisps, soft drinks, etc., Mr. Barber said: 'The day has passed when these items can seriously be regarded as luxuries in the old sense of the word. They are bought by all sections of the community, and expenditure on these foods is now running at over £1,000 million a year. I have decided that they should be entirely relieved of tax—in other words, zero-rated for VAT. An Order is being laid today. The cost will be £75 million in 1973-74, and £110 million in a full year.

'The two taxes which have borne directly or indirectly on food have been purchase tax and SET. In March 1971 I announced that SET was to be cut by half, and in July 1971 purchase tax on food was cut from 22 per cent to 18 per cent. As from April 1 both purchase tax and SET will be abolished and, as a result of the decision I have just announced, all food sold in the shops for human consumption will be relieved from VAT.'

In his conclusion, the Chancellor said: 'The central objective of this Budget is to maintain the economic expansion which we have sought for so long, and which we are now at last achieving. And to succeed we must all—Government and nation alike—be steadfast in our resolve to control inflation.

'Only in this way can we give the British people the opportunity to create a new wealth and a new strength for our country.

'And we mean to do just that.'

The Value Added Tax (Finance and Insurance) Order 1973

THE Value Added Tax (Finance and Insurance) Order 1973 was laid before Parliament on March 6. This Order is made under item 5 of Schedule 4 Group 9 of the Finance Act 1972 and zero-rates the supply of certain insurance and financial services which would otherwise be exempt under Groups 2 and 5 of Schedule 5 to the Act. The Order provides for zero-rating of most marine aviation and transport insurance, other overseas insurance and supplies of financial services when supplied in connection with exports. The activities of the Export Credit Guarantee Department are also zero-rated under this Order.

VAT: goods imported for use or demonstration at exhibitions

THE Value Added Tax (Imported Goods) Relief (No. 1) Order 1973 Statutory Instrument 1973 No. 327 was laid before Parliament on March 6. It provides for the admission without payment of value added tax of certain goods imported for use or demonstration at exhibitions or other events held in the United Kingdom. The Order gives effect to the provisions affording relief from duty and other taxes for such goods contained in the Customs Convention of 1961, to which the United Kingdom is a party, concerning facilities for the importation of goods for display or use at exhibitions, fairs, meetings and similar events. Relief from duty is already given by the Import Duty Reliefs Order 1970.

The Statutory Instrument is available from Her Majesty's Stationery Office, or through booksellers, price 5p, or by post, price 7½p.

Fair trading—the Director General's role

THE success of a consumer protection policy was not to be measured by the number of successful prosecutions, or of civil claims successfully pursued through the courts, Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, said in London on March 8. It would be measured by the number of transactions carried through to the satisfaction of both parties.

Speaking at a conference on Fair Trading, organised by the *Financial Times*, Sir Geoffrey said: 'Those firms who trade honestly and fairly have themselves the strongest interest in a regulatory climate which is unhealthy for less scrupulous competitors. What is needed is something to tackle the problems, and this is where the Director General of Fair Trading will come in.

'First, it will be his job to maintain a general scrutiny of practices affecting consumer interests. He will form his own view of changes —statutory or non-statutory—which might be desirable. I would expect him to develop a very close relationship with the business world. No doubt in many cases he will be able to hammer out satisfactory solutions without resort to law. But it will also be open to him to recommend any action which he thinks the Government should take, whether by new statutes, new regulations or any other means.

Objectionable practices

'Secondly, the Bill contains a new power for subordinate legislation banning particularly objectionable practices. This can be activated by the Director General in addition to, and quite independent of, the powers of subordinate legislation which already exist in the Trade Descriptions Act, the Consumer Protection Act, the Weights and Measures Act and so on. The Director will formulate proposals. These will be "vetted" by an independent body established by the Bill, the Consumer Protection Advisory Committee. And it will then be open to the Secretary of State—subject to the normal parliamentary control—to make an order under which the objectionable practice in question would become criminal.

'Parliamentary time is the scarcest of commodities and this new prodecure could prove invaluable as a means of short circuiting the delay that may be inevitable if each new problem has to be dealt with by a separate Act of Parliament.

'Let me illustrate by a case to which the procedure could be applicable. I have said that the Implied Terms Bill will make exclusion clauses invalid. But it is conceivable that some suppliers might trade on the consumer's ignorance, and continue to print such clauses in their guarantees, so that purchasers were misled about their rights. Should this become a widespread practice it would be open to the Director to proceed under Part II of the Fair Trading Bill and to propose that it should be made criminal. Similarly, in the absence of general legislation on exclusion clauses in the supply of services, it would be open to the Director to propose action in relation to particular classes of transaction.

'Thirdly, the Director will have a new power to take action against firms which persistently neglect their legal obligations—whether these be civil or criminal. He may seek undertakings from the firms concerned to keep the law. Failing satisfactory undertakings, he may bring proceedings against them in the courts, and the court may make an order.'

Among instruments seen by Mr. Michael Heseltine, Minister for Aerospace and Shipping, during a recent visit to the Rochester establishment of Marconi-Elliott Avionic Systems Ltd., were head-up displays, the 'see-through' screen of which allows the pilot to view instrument and guidance information without taking his eyes off the outside world. The Minister is pictured looking through such a display on test. Orders from the United States for pilot's display and other electronic equipment are making a major contribution to the marked upturn in export orders.

Advance booking charters to the United States and North Atlantic air fares

THE Civil Aviation Authority has stated that advance booking charter flights between the United Kingdom and the United States can now go ahead from April 1 this year. A Memorandum of Understanding has been initialled by the United Kingdom and United States Governments which will allow charter traffic to flow under the rules of the originating country. This means that cheap ABC flights will now be available in this country to anyone wishing to book in advance for travel to the United States, on exactly the same terms as those previously announced for travel to Canada and the Caribbean area.

Licences for 37 travel organisers to arrange ABC travel and for six airlines to carry ABC passengers have already been announced.

The Authority regrets that the United States Civil Aeronautics Board was unable to agree to the introduction this summer of fully competitive APEX (individual advance booking) fares and part-charter arrangements on North Atlantic scheduled services. The Authority will continue to press for the introduction of fares and arrangements on these lines in time for the summer of 1974, at levels which will be both competitive and remunerative. Meanwhile, in the absence of agreement with the United States on new fares, the only practical alternative is for existing fares to remain in force (subject to any adjustments that may be agreed on account of changes in exchange rates); this has been agreed with other European governments.

Because of the delays which have unfortunately occurred in establishing the ABC rules for travel to the United States, little time is now left for firm bookings to be made for flights this spring. Accordingly the rules applicable to the United States will now provide for an advance booking period of 15 days for travel beginning in April, 30 days for travel in May, and 60 days for travel in June. The full 90 day advance booking period will apply to travel beginning on and after July 1 and to all travel beginning in the United States.

The Authority will shortly publish a free leaflet for the benefit of the travelling public explaining what they need to know before booking advance booking charter flights. Arrangements will be made for copies to be available through travel agency members of the Association of British Travel Agents and Citizens' Advice Bureaux.

Bona fide travel under the affinity group rules will continue to be available until the end of June for travel to Canada and until the end of the year for travel to the United States. The Authority intends to tighten further its enforcement of the affinity group rules now that the advance booking alternative is available.

Travel organisers wishing to offer ABC or other travel facilities on and after April 1, 1973 and who have not yet applied for a travel organisers' licence should make their applications now.

Air Travel Organisers' licences

THE Civil Aviation Authority has released the third list of names of air travel organisers to whom it proposes to grant Air Travel Organisers' Licences when they have paid the required fees and charges and have also fulfilled the Authority's bonding requirements. This is below:

Proposed licence number	
ATOL 120 CD	Air Exclusive Ltd.
ATOL 241 B	Althams Travel Services Ltd.
ATOL 110 AC	Atlantic & Pacific Management Ltd.
ATOL 039 B	Aventura Ltd.
ATOL 253 B	Belgian Travel Service Ltd.
ATOL 053 ABD	Blacks Travel Agency Ltd.
ATOL 024 A	Canada-UK Travel Centre Ltd.
ATOL 042 A	Canadian American Overseas Re-Union Association
ATOL 081 AD	Caribbean International Travel Ltd.
ATOL 054 B	Century Travel
ATOL 180 B	East & Beyond Ltd.
ATOL 162 B	Hards Travel Service Ltd.
ATOL 089 B	Highway Holidays Ltd.
ATOL 163 BD	Investeco Overseas Holdings Ltd.
ATOL 179 B	Lysander Travel Service Ltd.
ATOL 178 B	Majorcan Apartments & Holiday Services Ltd.
ATOL 020 ABC	Nairn Travel Ltd.
ATOL 115 B	St. Christopher's Tours (Knightsbridge) Ltd.
ATOL 247 BC	Silvair Holidays Ltd.
ATOL 184 B	Sunscape Holidays Ltd.
ATOL 246 B	Swiss Travel Service Ltd.
ATOL 114 BCD	P. Thornes Electrical (Europe) Ltd.
ATOL 172 AB	The Travel Club Ltd.
ATOL 015 AC	United Travel Bureau
ATOL 028 AD	Western Orient Air Marketing Ltd.

Note

The type of activity for which the licence may be issued is indicated as follows:

(A) The organisation of advance booking travel.
(B) The organisation of inclusive tours by air.
(C) The organisation of other forms of air travel as specified in the licence.
(D) Brokerage on behalf of an air operator wishing to make accommodation on an aircraft available to a travel organiser.

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Shoreboat rescue scheme

MR. Michael Heseltine, Minister for Aerospace and Shipping, has announced the inauguration of a new Shoreboat Rescue Scheme which will consist of privately owned boats, together with Royal National Lifeboat Institution inshore lifeboats, under the control of HM Coastguard. The Coastguard Service, which is responsible for the co-ordination of search and rescue, will call upon whichever boat is available and suitable to deal with the casualty, and will consider claims for re-imbursing private owners for the additional cost of taking part in rescue services.

For some years, an inshore rescue scheme for the use of privately owned 'shore' boats, to supplement the Royal National Lifeboat Institution fleet of lifeboats, has been jointly administered by HM Coastguard and the RNLI. This scheme has proved useful in filling gaps where there was insufficient continuous operational requirement for a lifeboat to be stationed.

As a result of a recent review, it has been decided that, with the introduction of more than 100 RNLI inshore lifeboats, there is no longer a need for the somewhat formal and centralised arrangements of this scheme. In future, therefore, these lifeboats will be absorbed into the new Shoreboat Rescue Scheme which will provide for the continued use of private boats but on a more flexible basis. Local lists of boat owners and boats will be maintained by HM Coastguard and, where appropriate, by the RNLI. The Coastguard will continue to call upon their services in appropriate circumstances and will consider claims for additional costs as a result of performing rescue services. These services will continue to be eligible for RNLI gallantry awards.

Ships must keep clear of new North Sea platforms

SHIPS of all nationalities are to be forbidden to go within 500 metres (about 550 yards) of seven further permanent North Sea platforms carrying natural gas installations.

This is the effect of the Continental Shelf (Protection of Installations) (No. 6) Order, 1973 which was laid before Parliament on March 5, and comes into operation on April 2, 1973. In addition to providing for the protection of the seven further platforms, the Order incorporates previous similar provisions relating to 16 earlier platforms and replaces the relevant Orders (Continental Shelf (Protection of Installation) Orders Nos. 1-5).

The seven further platforms are located between 15 and 80 miles from the coast and comprise two erected by the Shell/Esso Group on the Leman Bank and Indefatigable gas fields respectively; three by Amoco, two on Leman Bank and one on Indefatigable; one by the Arpet/Phillips Group on the Hewett field; and one by Conoco on the Viking field.

Like those already protected, these platforms carry flashing white lights visible for 10 miles, subsidiary red lights visible for two miles and repeating fog signals. The owner or master of a ship which contravenes the Order is liable to a fine or imprisonment. Special exceptions are made, however, for ships having legitimate business at or near the installations and for any ship which is dealing with an emergency or is itself in difficulty or distress.

The Order is made under Section 2 of the Continental Shelf Act 1964 which provides that the Secretary of State for Trade and Industry may make Statutory Orders of this kind within designated areas in the United Kingdom part of the Continental Shelf. Establishment of such prohibited areas was provided for in the 1958 International Convention on the Continental Shelf.

Note

The Centres of the additional prohibited areas specified in the Order are:

Lat 53° 00′ 30″ North;	Long 02° 11′ 12″ East
Lat 53° 16′ 45″ North;	Long 02° 41′ 32″ East
Lat 53° 00′ 59″ North;	Long 02° 20′ 24″ East
Lat 53° 03′ 35″ North;	Long 02° 12′ 41″ East
Lat 53° 19′ 19″ North;	Long 02° 34′ 31″ East
Lat 53° 03′ 13″ North;	Long 01° 41′ 12″ East
Lat 53° 26′ 44″ North;	Long 02° 20′ 04″ East

These are the positions on Ordnance Survey Datum which is used for Admiralty Charts.

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development (centre, in overcoat), watches rehearsal of a scene for 'The Optimists', on location in London. The film stars Peter Sellers, as an ex-music hall star, and two young newcomers, Donna Mullane and John Chaffey.

Consumer affairs adviser appointed

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, has appointed Miss Rosemary McRobert as Adviser on Consumer Affairs in the Department of Trade and Industry to give advice generally on all matters which have a bearing on consumer protection. Miss McRobert will take up her new duties in the DTI on March 19.

Miss McRobert has a long background in consumer work and journalism. She is at present in charge of campaigns, representation and EEC work at the Consumers' Association. She was formerly Deputy to Dame Elizabeth Ackroyd at the Consumer Council and also Chief Information Officer there.

Official appointments

MR. Peter Walker, Secretary of State for Trade and Industry, has authorised the following appointment.

Mrs. G. C. Bunn of Ardingly, Sussex, to be a member of the South Eastern Electricity Consultative Council.

The Secretary for Trade and Industry, has been informed by Mr. A. N. Irens of his wish to retire from the Chairmanship of the South Western Area Electricity Board before the end of his current appointment which runs to February 29, 1976. Mr. Walker has received the news with regret but has agreed to Mr. Irens' retirement this summer on a date yet to be settled.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer the following merger proposals to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965:

London and Northern Securities Ltd. and Bardolin Ltd.

Acquisition by Ault and Wiborg Group Ltd. of British Printing Ink Co. Ltd. from Sun Chemical Corporation of USA (Sun to take a 25 per cent holding in Ault and Wiborg).

Advertising in *Trade and Industry*

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (Tel. 01-248 9876 ext. 6147).

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
February 5, 1973		
1,153,917	Houilleres du Bassin du Nord et du Pas-de Calais	Preparation of caesium metal
1,155,421	Michael Flagg	Washbasins
1,157,706	Etablissements Merlin and Gerin	A tripping device for circuit breakers
1,161,084	Societe d'Exploitation des Brevets Granofibre (SEBERG)	Relatively compact product structures
1,173,689	Societe Industrielle d'Electro-Metallurgie	A tool holder including a device for locking a cutting insert on to the body of the tool holder
1,244,382	Werf Conrad en Stork Hijsch N.V.	Device for taking soil samples
1,122,455	Maschinenfabrik Stromag G.m.b.H.	Friction clutches or brakes
1,209,357	Maschinenfabrik Stromag G.m.b.H.	Vibration damping devices
1,249,055	Anciens Ateliers Leon Delbeque et Fils	Installation for distributing provender to cattle
February 6, 1973		
1,109,211	International Standard Electric Corporation	High power transistor assembly
1,210,337	International Standard Electric Corporation	Improvements to systems for data transfer between direct access memory and magnetic drum or similar storage memory
1,228,726	International Standard Electric Corporation	Wire printing device
1,241,519	International Standard Electric Corporation	Q switched lasers
1,259,491	International Standard Electric Corporation	Means and method to obtain an impulse autocorrelation function
1,230,880	ITT Industries Inc.	Integrated solid-state circuit having only two lead-in conductors
1,250,275	ITT Industries Inc.	Circuit with frequency dependent internal resistance for DC stabilisation
February 7, 1973		
955,422	Imperial Chemical Industries Ltd.	Separating fluid components by molecular sieves
987,389	Standard Telephones and Cables Ltd.	Data transmission of variable block lengths over half duplex networks
1,053,382	Standard Telephones and Cables Ltd.	Radio beacon
1,040,534	Standard Telephones and Cables Ltd.	Radio beacon
1,211,498	Standard Telephones and Cables Ltd.	Semiconductor switching arrangement
1,211,499	Standard Telephones and Cables Ltd.	A method of manufacturing semiconductor device
1,206,073	Standard Telephones and Cables Ltd.	Semiconductor devices and circuits
February 8, 1973		
1,167,943	Globe-Union Inc.	Multiple temperature controller
1,252,673	Societe Anonyme des Etablissements Leon Halot	Systems for synchronising timing devices
1,060,876	Creed and Co. Ltd.	Logic arrangement for binary code generators
1,201,114	Creed and Co. Ltd.	Improvements in data printing apparatus
1,224,511	Creed and Co. Ltd.	Improvements in data printing apparatus
1,240,675	Creed and Co. Ltd.	Improvements in data printing apparatus
1,244,651	Creed and Co. Ltd.	Improvements in data printing apparatus
1,258,082	Creed and Co. Ltd.	Improvements in data printing apparatus
February 9, 1973		
1,123,308	Regie Nationale des Usines Renault	Improvements in push-button door handle gaskets
1,154,935	Regie Nationale des Usines Renault	Variable speed electric motors
1,189,873	Regie Nationale Des Usines Renault	Devices for the automatic regulation of air-conditioning systems of vehicles
1,186,318	Regie Nationale Des Usines Renault and Automobiles Peugeot	Device for the simultaneous locking of several panels or door of vehicles
1,197,006	Regie Nationale Des Usines Renault and Automobiles Peugeot	Lock striker plates
1,204,590	Regie Nationale Des Usines Renault and Automobiles Peugeot	Improvements in window regulator crank handles vehicles

Accles and Pollock Ltd., said to be the world's leading producer of stainless steel and high nickel alloy tube for nuclear fuel element cans, has established a new £40,000 inspection department for testing fast breeder reactor components at its Oldbury, Worcestershire, England, plant.

Number	Grantee	Subject-matter
1,286,321	Institut National Du Verre	Method of applying surface coating to articles
1,291,242	Institut National Du Verre	Method of protecting mirrors
February 12, 1973		
958,604	Manfred Behr trading as Süddeutsch Kuhlerfabrik Julius Fr Behr	Heat exchange tubes
1,006,444	Ciments Lafarge	Improvements in the cooling of clinker obtained in cement kilns
1,163,491	Societ d'Application des Traitements de Surface 'S.A.T.S.'	Surface treatment of ferrous metals
1,289,175	Glaverbel	Furnaces and float tanks
1,289,713	Glaverbel	Process and apparatus for the manufacture or treatment of glass
1,289,714	Glaverbel	Processes and apparatus for the manufacture or treatment of flat glass
1,289,715	Glaverbel	Processes and apparatus for the manufacture or treatment of flat glass

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

Proceedings under Section 36 of the Patents Act, 1949

NOTICE is hereby given that the endorsement 'Licences of Right' upon the undermentioned patent *was cancelled* on February 19, 1973.

Number	Grantee	Subject-matter
1,098,502	Regie Nationale des Usines Renault	Shock-absorbers for vehicle suspensions

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PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

MONDAY, MARCH 5

Trade with Japan

Mr. Peter Walker, Secretary of State for Trade and Industry, was asked to make a statement on progress made with measures designed to bring about a closer balance in the trade between Great Britain and Japan. 'Our aim is to achieve a balanced expansion of two-way trade with Japan, mainly by securing a larger share of the rapidly growing Japanese import market,' said Mr. Walker. 'The efforts of the British Overseas Trade Board and the official services to this end will be powerfully reinforced by the recently announced decisions to set up a British Export Marketing Centre in Tokyo and to appoint a senior official as Special Adviser on Exports to Japan.'

European Social Fund

'My Department has no direct liaison with the European Social Fund,' said Mr. Walker, answering a question. 'It is, however, in touch with the Department of Employment about ways in which the UK could be helped by the Fund.'

EEC membership

A Member who asked Mr. Walker in what ways he was seeking to influence the pace and direction of the Community's development in the best interests of the United Kingdom, was told that Ministers and officials were actively and continuously engaged in discussions within the European Community. Particular attention was currently being given to following up the proposals for the Community's future development agreed at the Summit meeting last October. Mr. Walker was also asked if the Government had made any representations to the EEC about its negotiating position at the forthcoming GATT negotiations, following the recent currency alignments, and answered: 'We are taking an active part in discussions within the EEC on the preparation of a Community position.'

Trade with Norway

In reply to a question on future trading relations between the EEC and Norway, Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, said that they would depend on the terms of the Free Trade Agreement at present the subject of negotiations in Brussels.

Trade with Australia

Mr. Walker was asked on what products the preference in favour of British exports had been terminated or reduced by the Australian or New Zealand Governments since January 1, 1973. He replied that imports into Australia of most goods of types not produced there had since February 1, been duty-free whatever their source. Consequently there was now no preference in favour of British exports of the goods concerned. The New Zealand Government had reduced the preference on certain marine engines.

Trade with German Democratic Republic

Sir Geoffrey Howe was asked what was the level of British-GDR trade in 1970, 1971 and 1972; and what steps were being taken to improve mutual trade following on recognition of the GDR. Sir Geoffrey said: 'Our exports to the German Democratic Republic in 1970, 1971 and 1972 were £16.9 million, £17.3 million and £15.0 million respectively. The corresponding figures for imports were £16.1, £19.6 and £21.6 million. We shall continue to do everything possible to develop our trade with the GDR especially our exports. My Department will have an official information stand at the Leipzig Spring Fair later this month.'

Imports of Irish meat

Information was requested on UK imports of carcase meat from the Irish Republic for the months of July to December 1972, and January 1973. Sir Geoffrey Howe answered that imports of meat of cattle, sheep and pigs in the period July-December 1972, amounted to some 50 thousand tons valued at £22 million. In January of this year the corresponding figures were nearly seven thousand tons and £4 million respectively. Detailed monthly information was given in Table III of the monthly *Overseas Trade Statistics*.

US investment in computer and electronics industries

Mr. Christopher Chataway, Minister for Industrial Development, was asked what was the total value of United States' investment in the United Kingdom in the computer and electronics industries for the last date for which figures were available. 'At the end of 1971, about £250 million in terms of book values,' he replied.

Women on public boards

Sir Geoffrey Howe was asked to make it the policy of his administration to increase the numbers of women appointed to public boards so that greater account was taken of the consumer interest which women can represent. Sir Geoffrey answered: 'It is the Government's general policy to appoint to public bodies those people who are best qualified and available to serve; there is no sex discrimination whatever in making such appointments. The nationalised industries have associated consumer councils to represent the consumer interest. These already contain a significant proportion of women members, but I am anxious to see that proportion increased.'

Imports of footwear

Mr. Chataway was asked if he was satisfied that the latest available figures for the amount of footwear imported from the undeveloped countries in no way hazarded the footwear industry in Norwich. Mr. Chataway said: 'The trend of imports from all sources is one of a number of factors to be considered. I was glad to see the recent optimistic report by the footwear industry in Norwich on its willingness and ability to meet the challenge of overseas competition.'

DTI Offshore Supplies Office

Mr. Chataway was asked what communications he had received from the Scottish Trade Union Congress on the recent appointment of a Director of DTI Offshore Supplies Office; and what reply he had sent. 'None Sir,' he replied. 'But when my hon. Friend the Parliamentary Under-Secretary of State for Industry and Consumer Affairs met the Scottish TUC in Scotland on February 9 they indicated that they would be sending him a memorandum on the IMEG report generally.'

Price reductions

Sir Geoffrey Howe told a Member that the DTI had secured 360 price reductions, following complaints, since the beginning of the freeze.

VAT

In answer to a question on organisational changes being made in the DTI in connection with preventing excessive increases in prices following the introduction of VAT, Sir Geoffrey Howe said that the Prices Unit within the Department would be strengthened with staff with a detailed knowledge of VAT. In addition, weights and measures inspectors would have responsibility for monitoring prices.

Second mortgages

In reply to questions about excessive interest rates on second mortgages, Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs, said: 'A proposed Price and Pay Code for application in the second stage of the counter-inflation programme has now been published. In addition, on February 19 I made known a proposed voluntary code of conduct for those granting second mortgages.'

Unit pricing

Mr. Emery was asked whether, in the light of the experience of other countries, steps would be taken to introduce a policy of unit pricing for consumer goods which were not appropriate for sale by prescribed weight. Mr. Emery said: 'The Government is considering how to deal with this problem. Unit pricing is not a universal remedy although experience in other countries suggests that in a few areas it could be helpful.'

Trade Descriptions Act

A Member asked if Section 28 of the Trade Descriptions Act 1968 could be amended so that the power to require the production of documents was freed from the conditions of 'reasonable cause to suspect' an offence, which otherwise precluded a weights and measures inspector from checking an article unless he had grounds to believe it deficient. Sir Geoffrey Howe said that an authorised enforcement officer could inspect any goods for the purpose of ascertaining whether an offence under the Trade Descriptions Act had occurred whether or not he had reasonable cause to suspect that there was an offence. 'This condition must be satisfied before he can inspect books or documents,' he said. 'I have seen no evidence that would justify the removal of this not unreasonable limitation.'

Canned foods

Sir Geoffrey Howe was asked about consultations with other countries with a view to introducing legislation to make it compulsory for the drained weight of foods canned in liquid and sold in the United Kingdom to be marked on the cans. 'This problem is being explored

internationally in Codex (which comes under FAO and WHO) and we are also in touch with our colleagues in the Community,' he answered.

The brewing industry

Sir Geoffrey Howe was asked to list the take-overs within the brewing industry since the Monopolies Commission reported on beer supply and the tied house system. He replied that since the Monopolies Commission reported on the supply of beer in April 1969 there had been the following brewery mergers falling within the scope of the Monopolies and Mergers Act 1965:

1970 Courage Barclay and Simonds Ltd./John Smith's Tadcaster Brewery Co. Ltd.
1971 Courage Barclay and Simonds Ltd./Plymouth Breweries Ltd.
Whitbread and Co. Ltd./Brickwoods Ltd.
Grand Metropolitan Hotels Ltd./Truman Hanbury Buxton and Co. Ltd.
1972 Watney Mann Ltd./International Distillers and Vintners Ltd.
Watney Mann Ltd./Samuel Webster and Sons Ltd.
Grand Metropolitan Hotels Ltd./Watney Mann Ltd.
Imperial Tobacco Group Ltd./Courage Ltd.

Sir Geoffrey was then asked to submit the Monopolies Commission Report on beer supply and tied houses to the European Court of the EEC to determine a ruling on whether this system of sales contravened the EEC treaty, and also if an inquiry would be instituted into the sales contracts of the major brewery companies to ascertain to what extent their system of beer supply and tied houses contravened the EEC treaty. 'The European Commission are responsible for administering the provisions of Article 85 of the Treaty of Rome, and for investigating any alleged infringements,' replied Sir Geoffrey. 'I understand that the Commission took account of the Monopolies Commission Report on the Supply of Beer in their inquiry into competition in the brewing industry.'

A further question concerned meetings which had taken place between the DTI and representatives of the brewery companies to discuss the findings of the Monopoly Commission on beer supply and the tied-house system; and what the Government's attitude was on this matter. Sir Geoffrey said: 'Since the publication of the Monopolies Commission's report 11 meetings have been held with the Brewers' Society, in addition to meetings with representatives of a number of individual brewery companies. The Commission's recommendation was that the licensing system should be substantially relaxed. My rt. hon. Friend, the Secretary of State for Home Affairs, is now assessing reactions to the report, published in December 1972, of the Erroll Committee which was set up to review the licensing laws.'

Monopolies Commission

A Member asked for a list of companies which might be eligible for reference to the Monopolies Commission by virtue of the substitution of the one-quarter formula in Clause 7 of the Bill in place of one-third in current legislation. Mr. Emery said that the following were the industries in which a single firm was believed to be responsible for between a quarter and a third of production:

1 Aluminium Foil
2 Anti Car Theft Devices
3 Antifreeze
4 Asthma Remedies
5 Bathroom Curtaining
6 Beachwear
7 Bedding
8 Bituminous Building Products
9 Blankets
10 Body Fillers
11 Brassieres
12 Bread
13 Cakes Packaged
14 Canned Vegetables
15 Car Polish
16 Car Radios
17 Champagne Perrys
18 Chewing Gum
19 Chocolate Assortments
20 Chocolate Biscuits
21 Chocolate Count Lines
22 Chopped Ham and Pork
23 Cleansing Cream
24 Coil Springs
25 Compound Animal Foodstuffs
26 Concentrated Soft Drinks
27 Concentrated Handling Plant
28 Conveyor Belting
29 Corned Beef
30 Cotton Twine
31 Cotton Yarn Spinning
32 Decongestants
33 Deodorants
34 Disinfectants
35 Domestic Brass Hot Pressed Valves for Heating
36 Domestic Freezers
37 Drainage Pipes
38 Dressing Gowns
39 Drive Belting
40 Dyestuffs
41 Electric Blankets
42 Electric Lamps
43 Electricity Meters
44 Electric Typewriters
45 Eye Make-up
46 Face Powder
47 Facial Tissues
48 Floor Polish
49 Food Wrapping Paper
50 Footwear Retailing
51 Foundation Creams and Lotions
52 Foundation Garments
53 Gas Cookers
54 Girdles
55 Girls Slacks and Shirts
56 Hair Conditioners
57 Home Perms
58 Household Polishes
59 Industrial and Special Purpose Paper
60 Instant Coffee
61 Kitchen Towels
62 Knitting Yarn
63 Knitwear Garments
64 Lavatory Cleaners
65 Laxatives
66 Lifts
67 Lipsticks
68 Mail Order
69 Main Cables
70 Male underwear
71 Manual Typewriters
72 Manually Operated Calculating Machines
73 Marine Paints
74 Mobile Cranes and Excavators
75 Motor Oil
76 Nightwear
77 Oil Seals
78 Oven Cleaners
79 Packet Soups
80 Paint
81 Petrol
82 Paperback Books
83 Pie Filling
84 Polythene
85 Port
86 Power Transformers
87 Pre-shave Lotion
88 Rayon Twine
89 Ready Mixed Concrete
90 Records
91 Replacement Tyres
92 Rotating Electrical Machines
93 Rusks
94 Rum
95 Salad Cream
96 Sanitary Earthenware
97 Sausages
98 Shaving Cream
99 Shirts
100 Socks
101 Spin and Tumbler Dryer
102 Sprays
103 Strained Baby Food
104 Synthetic Organic Dyestuffs
105 Talcum Powder
106 Tape Recorders
107 Televisions
108 Tinplate Aerosol Cans
109 Toothpaste
110 Towelling
111 Truck Rental
112 Tufted Carpets
113 Vinyl Floor Coverings
114 Washing Machines
115 Wiring and General Cables

Electricity Boards

Mr. Tom Boardman, Minister for Industry, was asked what discussions he had had with the electricity boards and the trade unions on proposals for separating the administration and financing of showrooms and contracting from the general activities of the electricity supply industry. 'I have had discussions with the industry from time to time and representatives of the Employees' National Committee have seen me within the last few weeks,' he replied.

Coal supplies from Northern Ireland

Mr. Emery answered a question on the prospect of obtaining cheaper coal for both domestic and non-domestic use in Northern Ireland from other countries of the EEC. He said that before the United Kingdom joined the Community, there were no import duties or other restrictions on the import of solid fuels into Northern Ireland. Our accession to the Community had not therefore changed the position. The price of coal at pithead was generally higher in other Community countries than equivalent NCB coal, and transport costs from the Continent were also higher. It was therefore unlikely that coal from other Community countries could compete in the Northern Ireland market.

Coking coal in Scotland

Mr. Boardman, asked how many tons of coking coal in Scotland it was estimated would qualify for subsidy under the terms of the Coal Bill, said: 'Just under 1½ million tons of coking coal were supplied for blast furnace coke manufacture from Scottish pits last year, but it is too early to say, how much will qualify for subsidy in future years.'

Export of steel scrap

In answer to a request for a statement upon the export of steel scrap and the relation to the UK in this connection of the European treaties, Mr. Emery said: 'The Common Market has no restrictions on the free movement of scrap between its members, but Article 43 of the Treaty of Accession allows the United Kingdom to retain quantitative restrictions on exports of ferrous scrap to Community destinations for a maximum of two years. At present, all ferrous scrap exports from the United Kingdom are banned except for inferior grades which comprise less than 10 per cent of all purchased iron and steel scrap.'

Steelmaking capacity

Mr. Boardman was asked to estimate the increase in steelmaking capacity in Scotland. Wales, Yorkshire and Humberside and the northern regions, respectively, by 1983. He said: 'The development plan for British Steel Corporation outlined in White Paper Cmnd 5226 is flexible and the actual increases in capacity by 1983 will depend on market developments. However the plan provides for net increases in BSC capacity by 1983 of up to 1 m tonnes in Scotland, between 1m and 2m tonnes in Wales, about 2m tonnes in Yorkshire/Humberside and 6m tonnes or more in the Northern Region. The figure for Wales depends on the future ownership of Brymbo and any replacement for East Moors. Developments in the private sector could add to these totals.'

Steel prices

A Member asked if the private sector of the steel industry would be treated in the same way in reference to the pricing of products in the same way that it was proposed to deal with the British Steel Corporation under the recent White Paper.

(continued on next page)

PARLIAMENT
continued

Mr. Boardman answered: 'Both sectors will be treated identically except that the provision in paragraph 58 of Cmnd 5247 relating to the deficits of nationalised industries will apply to the British Steel Corporation in respect of those of its activities which are not subject, to our obligations under the Treaty of Paris.'

Brymbo steel works

A Member asked if an application had been received from the British Steel Corporation in respect of the purchase of Brymbo steel works.

Mr. Boardman replied, 'No Sir;' 'We have already made it clear that the acquisition of Brymbo by Guest Keen and Nettlefolds would be acceptable in principle to the Government and I am exploring with the parties how I can best assist in furthering their negotiations.'

Employment in coal mining industry

Mr. Boardman was asked how many men were employed in the coal mining industry on February 28 1973, or the latest convenient date; what provisions had been made for an increase up to 300,000 men in the early future, having regard to the increased demand for bituminous coal; and whether he would publish in the Official Report the numbers employed in coal mining in each year since January 1, 1947, showing the percentage decline annually. Mr. Boardman said that at February 17, 1973, 264,740 men were employed at National Coal Board mines. It was the responsibility of the Board to decide the number of men they need.

The figures were as follows:

NATIONAL COAL BOARD: NUMBERS IN COAL MINING

		Average colliery manpower (thousands)	Annual percentage change
Year ended December	1947	703.9	—
	1948	716.5	+1.8
	1949	712.5	−0.6
	1950	690.8	−3.1
	1951	692.6	+0.3
	1952	709.7	+2.5
	1953	711.5	+0.3
		707.4*	—
	1954	701.8	−0.8
	1955	698.7	−0.4
	1956	697.4	−0.2
	1957	703.8	+0.9
	1958	692.7	−1.6
	1959	658.2	−5.0
	1960	602.1	−8.5
	1961	570.5	−5.3
Year ended March	1963†	544.3	−4.6
	1964	517.0	−6.7
	1965	491.0	−5.0
	1966	455.7	−7.2
	1967	419.4	−8.0
	1968	391.9	−6.6
	1969	336.3	−14.2
	1970	305.1	−9.3
	1971	287.3	−5.9
	1972	281.5	−2.0
	1973 (estimated)	268.0	−4.8

* Change in definition of number on colliery books
† Fifteen months period

RB211

Mr. Michael Heseltine, Minister for Aerospace and Shipping, was asked what approaches had been made to the United States of America concerning future collaborative aerospace projects involving developments of the RB211 engine. He answered: 'Rolls Royce are constantly on the lookout for new applications for the RB211, and for opportunities for its further development, in America as in Europe and the rest of the world.'

Air traffic

Mr. Heseltine was asked if steps would be taken to estimate the proportion of future air traffic in the scheduled and charter services, respectively, and the places of domicile of United Kingdom citizens using such charter services. He said that use of promotional fares on scheduled services, and changing concepts in charter services, blurred the distinction between them economically so that future air traffic was best estimated as an entity. The domicile of air travellers and whether they used a charter service were among the questions put in the Civil Aviation Authority's 1972 London Area Airports, Origin and Destination Survey.

Direction-finding equipment at coastguard stations

Questioned about experiments at selected coastguard stations to evaluate the use of direction-finding equipment on the radio telephone distress frequency, Mr. Heseltine said: 'Results so far show unacceptable inaccuracies and further trials are therefore necessary. I cannot say when these will be completed.'

Portuguese vessel 'Karin'

In answer to a question on action being taken with the Portuguese authorities towards settling the matter of the fines placed on goods carried in the vessel *Karin* in Lisbon in October 1970, Sir Geoffrey Howe said: 'Following our earlier representations about the imposition of this additional charge I am now considering with my Rt. Hon. Friend the Secretary of State for Foreign and Commonwealth Affairs the terms of a further approach to the Portuguese Government in this matter.'

Ammunition washed ashore

Mr. Heseltine was asked what steps had been taken to trace the origins of the large quantities of unmarked ammunition washed ashore on the coast of Pembrokeshire and to investigate recent unscheduled boat and aircraft movements off the coast. He replied that inquiries confirmed that this ammunition was lost overboard from the Israeli ship *Galila* en route from the Netherlands to Israel. No other reports had been received of sea or air movements likely to be connected with this ammunition.

Flag discrimination

'The Government are firmly opposed to flag discrimination in shipping, and make their views known to other governments as appropriate, said Mr. Heseltine in reply to a question.

Advance factories

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, said in reply to a question that the advance factory programme announced on January 15, 1973 was the largest ever and would include eight factories to be built in the Yorkshire and Humberside region. When fully operational these factories were expected to provide up to 400 jobs.

Mr. Chataway said, answering another question, that 37 of the 52 new advance factories announced on January 15, would be in areas where they would help to cope with redundancies in the coal and steel industries.

Since the announcement of new regional measures announced on March 22, 1972, said Mr. Chataway, and up to January 31, 41 advance factories were allocated. about 3,200 jobs were expected to be provided when the factories are fully manned.

Mr. Grant gave the following information to a Member who asked how many advance factories were now vacant in each region; and how this compared with the position a year ago.

	End February 1973	End February 1972
England		
Northern	4	18
North West	4	4
Yorkshire and Humberside	2	2
South West	1	2
East Midlands	—	1
Total England	11	27
Scotland	14	19
Wales	6	6
Total	31	52

Industrial development

Mr. Chataway and Mr. Grant answered questions on industrial development in Scotland and Wales.

TUESDAY, MARCH 6

Investment in the United States

Sir Geoffrey Howe was asked to indicate the value of British direct investment in the United States of America; and what percentage that comprised of the total foreign investment in the USA, and to indicate the value of Community, excluding UK, direct investment in the USA. Sir Geoffrey Howe gave the following information based on the latest statistics published by the US Department of Commerce.

Book values of direct investments in the United States at the end of 1970

	Value (million US dollars)	Percentage of total
United Kingdom	4,110	31
Six EEC countries*	3,528	27

* Separate figures were not given for Denmark or the Republic of Ireland, but together they would not have exceeded 120 million US dollars at most.

Supermarkets

Asked what was the number of food supermarkets trading in each of the 10 years 1963 to 1972, respectively, Sir Geoffrey Howe said: 'Defining a supermarket as a self-service gocery shop with a selling space of at least 2,000 square feet, the estimated number of supermarkets in great Britain in 1966 was 2,669. No official estimates are available for the other years, but figures for 1971 will be published next year in the final results of the Census of Distribution for 1971.'

Export of stainless steel scrap

A Member asked what controls were being applied to the export of stainless steel scrap and non-ferrous scrap inside and outside the EEC; and whether these complied with EEC law or in what form exemption had been secured. Sir Geoffrey Howe answered: 'Exports of stainless steel scrap to all destinations including other EEC countries are currently restricted in accordance with Articles 43 of the Treaty of Accession. Restrictions on exports of non-ferrous scrap to other EEC countries were removed on January 1 1973 in accordance with Article 42 of the Treaty of Accession but the controls on exports to other destinations have in the main been maintained and conform to EEC rules.'

North Sea oil: British share

Lord Drumalbyn, Minister without Portfolio, was asked on what basis the statement was made that the British share of the oil reserves in the British part of the North Sea was 58 per cent; how many oilfields were included, and at what tonnage; how many further oilfields had already

been proven, and whether Shell was considered as a totally British company. He replied: 'The figure of 58 per cent applied to the British share of oil reserves in the fields so far proved, Forties, Auk, Brent and Argyll, counting Shell as 40 per cent British. At least four other finds may prove commercial. Figures of reserves in individual fields are confidential. The current estimates of future oil production are now being reviewed, and the outcome of the review will be announced shortly.'

Trade between East and West Germany

The following information was given by Lord Limerick, Parliamentary Under-Secretary of State for Trade, when asked whether, as Britain was now a member of the European Community, the Government would have access to, and would publish, figures illustrating the volume of trade in either direction, by categories, yearly over the last several years between the Federal Republic of Germany and the German Democratic Republic. Lord Limerick said that figures were published monthly in *Gross und Einzelhandel Gastgewerbe Fremdenverkehr: Reihe 6*. The figures for value of trade over the five years 1967-71 have been as follows:

PURCHASES FROM THE GERMAN DEMOCRATIC REPUBLIC

(thousand DM)

	1967	1968	1969	1970	1971
Total	1,263,919	1,439,503	1,565,332	1,998,014	2,318,647
of which					
SITC Section:					
0 Food and live animals	377,234	316,941	346,646	398,169	402,665
1 Beverages and tobacco	5,006	6,284	7,929	10,726	19,781
2 Crude materials inedible, except fuels	52,009	80,080	102,992	104,160	150,684
3 Mineral fuels	136,864	125,934	130,010	182,334	177,226
4 Animal and vegetable oils and fats	12,809	12,992	14,782	27,553	18,988
5 Chemicals	74,938	78,188	70,383	79,016	95,124
6 Manufactured goods classified by material	245,499	327,345	335,089	480,935	678,376
7 Machinery and transport equipment	91,341	135,596	171,076	266,570	245,971
8 Miscellaneous manufactured articles	260,703	347,108	379,935	432,497	529,810
9 Commodities and transactions nes	7,516	9,035	6,482	16,054	24

DELIVERIES TO THE GERMAN DEMOCRATIC REPUBLIC

(thousand DM)

	1967	1968	1969	1970	1971
Total	1,482,993	1,432,058	2,271,813	2,415,730	2,498,601
of which					
SITC Section:					
0 Food and live animals	180,115	141,969	227,129	215,816	251,919
1 Beverages and tobacco	31,518	32,026	48,463	35,485	39,104
2 Crude materials inedible, except fuels	102,556	100,993	147,440	202,210	200,331
3 Mineral fuels	27,917	20,056	70,149	105,647	117,977
4 Animal and vegetable oils and fats	40,066	25,964	26,654	25,361	47,096
5 Chemicals	297,546	309,023	385,311	325,623	364,661
6 Manufactured goods classified by material	424,342	450,671	839,161	806,727	774,733
7 Machinery and transport equipment	307,214	291,127	444,691	592,602	608,126
8 Miscellaneous manufactured articles	63,189	50,606	80,605	75,418	94,612
9 Commodities and transactions nes	8,520	9,621	2,210	30,841	40

This information is available with details of commodity division each year from 1961.

WEDNESDAY, MARCH 7

North Sea oil drilling rigs

Lord Drumalbyn, when asked how many drilling rigs were expected to operate in the oil search of the British sector of the Continental Shelf off the Scottish Coast during the years 1973, 1974 and 1975 respectively, said: 'On present estimates the maximum number of rigs operating at any one time during 1973 should reach about 20. The average number in that year is expected to be around 15, depending upon when new rigs come into service. In 1974 the average number should rise to about 20, remaining at that level in 1975.'

London Airport: capital investment

Asked what had been the total estimated capital investment at 1972 prices in London Airport including runways, terminal buildings, service facilities, cargo terminal, hotels, roads, tunnels etc, Lord Drumalbyn said: 'Many bodies both public and private have invested at London (Heathrow) and the total value is not known. The total capital investment in assets owned by the British Airports Authority is estimated by the Authority at £133 million at March, 1972, prices.'

Miners' pensions

A Member asked what estimate had been made of the addition to the subsidisation of the finances of the National Coal Board which will be required to meet the cost of doubling the pension of retired miners.

Mr. Boardman replied: 'In the Coal Industry Bill, we have proposed an Exchequer contribution of up to £25 million over 3 years, but the amount required within that limit cannot be calculated until the revised levels of pension and of contributions from the members of the pension scheme are settled. These matters are currently under negotiation between the National Coal Board and the National Union of Mineworkers.

Miners' houses

Asked how many houses were sold by the Coal Board in each of the past five years and what proportion of these was sold to coalminers, Mr. Emery answered: 'The sale of its houses is a management matter for the National Coal Board. Therefore, I am asking the Chairman to write to my hon Friend.

'However, the NCB is co-operating with the Government in urgently reviewing its property holdings with a view to rapid disposal of any not required for its commercial activities.'

Fixed capital formation

Mr. Emery, asked to state the gross domestic fixed capital formation for 1971 as between privately owned industry, nationalised corporations and central and local government, replied that gross domestic fixed capital formation in 1971 was as follows:

	£ million
Total	9,923
of which:	
Privately owned industry	4,603
Public Corporations	1,859
Central and local government	2,616

THURSDAY, MARCH 8

Hawker Siddeley 146

Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping, was asked to state the reasons for the delay of nine months in giving a decision as to whether or not the Hawker Siddeley 146 airliner would receive financial support from the Government. 'Any request for the use of substantial sums of public money must clearly be given careful and thorough consideration,' he replied. 'We hope to take a decision shortly.' Mr. Onslow was also asked to give an assurance that multi-national collaboration would not be insisted on as a condition of Government financial support for the Hawker Siddeley 146 airliner, and replied that European implications were among the many factors that had to be taken into account in reaching a decision whether to give financial support to the project.

Cheap air fares across the Atlantic

Mr. Onslow told a Member who asked when negotiations would be resumed with the US authorities on cheap air fares across the North Atlantic that no further discussions were planned at present; European Governments had requested the IATA airlines to try to reach an agreement whereby existing fares would continue through the coming summer season.

Computers

Information was requested as to the ratio of computers per million of the population in the United Kingdom and in other countries for each year since 1968. Sir Geoffrey Howe gave the following figures:

(*continued on next page*)

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PARLIAMENT
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COMPUTERS PER MILLION OF THE POPULATION IN CERTAIN COUNTRIES

		1968	1969	1970	1971	1972
United Kingdom						
Computers	Number	3,990	5,304	6,834	7,750	8,358
Population	Million	55.1	55.4	55.5	55.7	55.8
Computers per million		72.4	95.7	123.1	139.1	149.8
France						
Computers	Number	4,200	..	..	6,450	8,000*
Population	Million	49.9	..	..	51.3	..
Computers per million		84.2	..	..	125.7	..
West Germany						
Computers	Number	4,640	..	..	6,900	..
Population	Million	60.2	..	..	61.3	..
Computers per million		77.1	..	..	112.6	..
Italy						
Computers	Number	1,610	2,300	3,200	3,450	4,200
Population	Million	52.9	53.2	53.6	53.9	..
Computers per million		30.4	43.2	59.7	64.0	..
Switzerland						
Computers	Number	958	1,330	1,560	1,820	2,000*
Population	Million	6.1	6.2	6.3	6.3	..
Computers per million		157	214.5	247.6	288.9	..

.. Not available. * Estimated.
Source: EDP Europe (Number of computers).
OECD (Population)

Sex discrimination

Stating that the Report of the Monopolies Commission on the Professional Services, published in October 1970, recommended, inter alia, that the sex of an applicant should not be a condition of entry unless there are particular circumstances affording grounds for confining it to one sex, and that the professions should examine their restrictive practices with a view to abolishing them or amending them; a Member asked what action had been taken since the publication of the Report to encourage those professions where sex discrimination was practised to amend their rules and their ways. Sir Geoffrey Howe replied that the Monopolies Commission found that the London Stock Exchange and Midwifery were the only two professions with such restrictions. The London Stock Exchange had announced that women members would be admitted from March 25, 1973. To allow men to train and practice as midwives would require an amendment to the Midwives Act 1951. This was a matter for the Secretary of State for Social Services.

Advance booking charters

A Member asked if arrangements had yet been made between the US and UK authorities for the introduction of advance booking charters this summer.

'We have initialled an arrangement with the United States Authorities, which we expect will be finalised shortly. This will enable Advance Booking Charters to operate between the United Kingdom and the United States as from April 1. The Civil Aviation Authority are announcing detailed arrangements today,' replied Mr. Heseltine.

Navigation in the English Channel

A statement was asked for on the progress of multi-national discussions on the safety of shipping navigating the English Channel. Mr. Onslow said: 'My officials held discussions in Paris with French officials last month and a meeting at official level with a number of North West European countries is planned for later this month. Meanwhile, progress towards improving Channel safety continues at meetings of the Inter-Governmental Maritime Consultative Organisation.'

Fire on 'Edenmore'

In reply to a question on what investigation was proposed following the fire on the ore carrier *Edenmore* berthed at Newport, Monmouthshire, on March 6 which involved loss of life, Mr. Onslow said: 'I understand that there was a serious fire in the *Edenmore*'s accommodation spaces, causing the death of two members of her crew. My Department has already ordered a preliminary inquiry into this casualty and this is now taking place. Any further action will be decided in the light of the findings of the inquiry.'

Pyramid selling

Several questions on the practice of pyramid selling were put to Sir Geoffrey Howe. He told a Member who asked what steps were being taken to advise members of the public about the dangers involved, that he had already made it clear that the Government shared the acute public concern about pyramid selling. Wide publicity would be given to the Government's proposals for dealing with the practice. There was as yet, no statutory definition of pyramid selling and information about inquiries made under the powers provided by Section 109 of the Companies Act could be disclosed only in the circumstances prescribed in Section 111 of that Act, he said in reply to another question. Asked if he would consult with his European colleagues with a view to the introduction of common controls over pyramid selling businesses, Sir Geoffrey said that the practice was largely confined to the English-speaking countries, but he would bear the suggestion in mind.

Bolton Report on small firms

Mr. Grant was asked to bring up to date and publish the list published on May 15, 1972 of the recommendations of the Bolton Committee of Inquiry on Small Firms, which the Government have wholly or partly accepted. He gave the following list, bringing up to date the list published on May 15, 1972. Those reccomendations which have been wholly or partly accepted are marked (A).

Organisation in Government

(A) 1. A Small Firms Division should be created within the Department of Trade and Industry, responsible for the development, inter-departmental co-ordination and implementation of policy towards small firms and for the administration of such official services as are provided for them.

(A) 2. A Minister of the Department of Trade and Industry should be expressly designated as the Minister responsible for small firms and oversee the work of the Division.

(A) 3. So far as is possible the separate identity of the Small Firms Division should be stressed and publicised.

(A) 4. All other departments with trade or industry sponsorship functions should designate an official with specific responsibility for liaison with the Small Firms Division of the Department of Trade and Industry, and for his department's policy towards small firms.

(A) 5. The Small Firms Division should endeavour, in co-operation with sponsoring departments, to form a view of the present and future role of small firms in all industries in which they are important and should collect the statistical and other information needed to enable it to do so.

(A) 6. Immediate attention should be given by the Department of Trade and Industry to the study of the impact of entry into the EEC on small firms, and this question should be an urgent priority of the Small Firms Division.

7. Major purchasing departments should have regard to the effects of their buying policies on the structure of industry in general and particularly on the small firm sector, in addition to their overall concern with achieving value for money.

8. The Small Firms Division should give early attention to the effect of official procurement policies on small firms, and promote policies designed to maximise competitive participation by small firms in suitable Government contracts.

Management skills and advisory services

(A) 9. Among the management advisory services we have considered we recognise none which meets our criteria for continuing subsidy. There is, however, a need for a pure 'signposting' or referral service which could not, we believe, be made to pay for itself, and this the Government should provide. This could best be done by setting up a network of Small Firms Advisory Bureaux in important industrial centres.

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(A) 10. The functions of the Small Firms Advisory Bureaux should be to provide information in response to queries, and assistance on technical, financial and management problems by providing introductions to the appropriate sources of professional, commercial or official advice. These services should be available to firms in all industries.

(A) 11. The Advisory Bureaux should report directly to the Small Firms Division of the Department of Trade and Industry (whose creation we recommend in chapter 9) and provide a source of first hand information about the progress and problems of the small firm sector.

(A) 12. Since small firms are most in need of a service of this kind, and since most of the approaches to the Advisory Bureaux will be made by them, it is desirable that the Bureaux should be widely publicised as Small Firms Advisory Bureaux. However it is not necessary that their activities should be strictly confined to small firms as defined in this Report.

Taxation

(A) 13. We hope that when the rate for the new-style Corporation Tax is finally determined, account will be taken of the fact that the 50 per cent rate suggested in the Green Paper would involve an additional burden on the small company, which because of its dependence on self-financing makes a lower average distribution than the larger company.

(A) 14. Shortfall assessment on the trading income of close companies should be abolished and no parallel provisions should be included in the forthcoming revision of corporation tax.

(A) 15. Section 20 of the Finance Act 1969, which disallowed interest on loans for the purchase of interest in close companies as a deduction from income for tax purposes, should be repealed.

(A) 16. The extra-statutory concession for loans made by close companies to pay estate duty should be continued and made as widely known as possible.

Industrial training levy

(A) 17. We believe that the machinery set up under the Industrial Training Act is fundamentally inappropriate to the needs of most small firms and we therefore recommend that they should be exempted from the levy/grant system. Each training board, in consultation with the industry and the Department of Employment, should formulate an appropriate definition of the small firm in its industry and should establish an exemption limit designed to exempt them all from levy. Firms below these limits should be permitted to 'opt in' to the levy/grant system if they wish. Training boards should consider the possibility of providing training services for small firms on a fee-paying basis.

Statistical surveys

(A) 18. The effect on small firms of all statistical surveys should be carefully considered and every effort made to extend the present practices of sampling and of exemption of smaller firms wherever possible.

(A) 19. The Survey Control Unit of the CSO should be given power to amend or veto all statistical surveys not meeting with its approval on grounds of expense, necessity, coverage or design.

(A) 20. This power should extend to all departments of Government and to those quasi-Government bodies which commonly issue statistical inquiries.

(A) 21. The use of statutory powers for the collection of statistics should be strictly controlled and in all cases explicitly justified.

(A) 22. It should be clearly stated on every statistical inquiry whether or not its completion is obligatory.

23. The development of the Central Register of Businesses is strongly commended, and it is hoped that resources adequate to ensure rapid progress will be devoted to it.

24. In this context the CSO should consider the question of the preparation and publication of an enterprise census which would provide comprehensive coverage of all firms as soon as possible as part of its plans for the development of business statistics.

(A) 25. The true cost of any statistical exercise, and not merely the often comparatively small proportion of cost falling on Government estimates, should be fully taken into account before starting an inquiry, and methods chosen which involve the least *total* cost rather than least Government expenditure.

(A) 26. Any proposal for a new or revised statistical exercise should include an estimate in man-hours of the time required by respondents to complete the form.

(A) 27. All departments should review all existing and proposed forms with an eye to their cost to industry—this review to extend to a reconsideration of the policies and administrative procedures giving rise to the need for these forms. Departments should also accumulate the total costs to industry of the forms for which they are responsible and review them annually.

28. The Director of Statistics of every department or agency should be charged with more specific responsibility for all administrative forms issued by his department, and should be represented in all departmental deliberations about any policy or procedure with form-filling implications.

(A) 29. Administrative forms should be designed wherever possible to serve statistical purposes, especially where this will permit the suppression or simplification of a statistical form.

30. All statutory barriers to the passage of statistics between different departments should be stringently examined and demolished wherever possible. We regard this as of particular importance in the case of statistics collected by the Inland Revenue.

31. The Government should quickly establish within a central department a powerful secretariat whose function would be to plan, in collaboration with the CSO, an integrated system of administrative and statistical returns based on a data bank to form the basis for a single and comprehensive system of business records.

Monopolies and Restrictive Trade Practices Legislation

32. In making future references to the Monopolies Commission greater emphasis should be placed on the effect of the monopoly or merger in question on the maintenance of a balanced industrial structure.

33. The whole subject of competition policy as it affects small firms clearly requires further study, and we recommend that this should be pursued by the Small Firms Division which we wish to see established within the Department of Trade and Industry. In the meantime, that is, until such studies are made, we can only recommend that a broad view should be taken by the Registrar and the DTI whenever an agreement involving small firms is under consideration.

34. We feel that the view taken of agreements involving small firms should extend to the long term, and to the likely effects of the agreements under consideration in preserving in being the smaller firms which our industrial structure requires if it is to function efficiently.

The disclosure provisions of the Companies Act

(A) 35. We recommend the exemption of private limited companies with annual turnover below £500,000 from the requirement to disclose the individual emoluments of directors, though firms should continue to show the total amount in the profit and loss account.

(A) 36. We recommend that private companies be exempted from the requirement to disclose turnover when this is below £500,000 per annum.

Development and planning controls

(A) 37. Small firms throughout the country should be relieved of the need to apply for an IDC when their plans involve the creation of less than 10,000 square feet of industrial floor space, in accordance with the Hunt Committee's proposals.

(A) 38. If it is considered that this should not be extended to all undertakings, the 10,000 square feet exemption limit should be extended to established small firms.

39. Local authorities should be prepared to use their powers under the Town and Country Planning (Development Plans) Direction 1965 to allow the establishment of small businesses in residential areas when this will not detract from these areas' amenities.

40. The present legal obligation of local authorities to provide suitable alternative accommodation to displaced firms should be strengthened, and the Department of the Environment and the Scottish and Welsh Offices should do more to encourage unhelpful local authorities to cater for the needs of small firms as effectively as other more enlightened authorities.

(A) 41. The Landlord and Tenant Act 1954 should be changed so as to require local authorities to pay compensation for compulsory purchase which includes the value of the likelihood of a tenancy being renewed.

(continued on next page)

Government Publications in the North

from

Her Majesty's Stationery Office, Brazennose Street, Manchester, 2

PARLIAMENT
continued

FRIDAY, MARCH 9

Basing point system

Asked to make a statement on the workings of the transport costs basing point system arising from the United Kingdom's adaptation of the regulations of the European Coal and Steel Community, Mr. Emery replied: 'UK steel producers are expected as soon as the present standstill ends to adopt this system. BSC have made every effort to assist industry by selecting basing points which will cause the least possible disturbance to their customers.

'NCB industrial fuels are sold on a pithead basis which conforms to ECSC requirements. The NCB are currently discussing with the Commission the future arrangements for pricing their domestic fuels, which are sold on a delivered price basis.'

Airports study

Mr. Onslow was asked whether the Regional Airport Study shortly to be undertaken on behalf of the Civil Aviation Authority would take into consideration the potential of the airports in the regions, and the possibility of relieving pressure on the airports of London and the south-east by greater use of those of Manchester, Liverpool, Leeds and Birmingham.

He replied: 'I am informed that the Civil Aviation Authority Study will cover the role of airports in the regions concerned, taking account, amongst other things, of their potential and of the Government's descisions about airport development in the south-east'.

International trade

A Member asked the Secretary of State for Trade and Industry, if he would make a statement on the outcome of his recent talks with President Nixon's special adviser on trade matters.

Answering, Mr. Walker stated: 'I had talks on February 24 with Ambassador Peterson, on his visit to Europe as the Personal Representative of President Nixon.

'The discussions covered a wide range of subjects, in particular matters affecting the forthcoming international trade negotiations. These talks were part of the continuing dialogue between the United States Government, on the one hand, and the Government of the United Kingdom, as a part of the EEC, on the other and will have contributed to a fuller understanding of common problems.'

GOVERNMENT SALES

DEPARTMENT OF TRADE AND INDUSTRY

Ships for Sale

Offers are invited for the purchase of the undermentioned vessels 'as lying' at HM Dockyard, Chatham.

'W 57', 'W 58' and 'W 60' Dumb Hopper Barges. Steel, G.T. 120. N.T. 46. Date built is not known. Length 80 ft. Breadth 21 ft. Depth (mld) 9 ft 6 in. Light displacement 100 tons.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060, ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43, at the above address in envelopes clearly marked 'Offer to Purchase "Hopper Barges" ' and must be received not later than *noon* on March 22, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessels and their present condition.

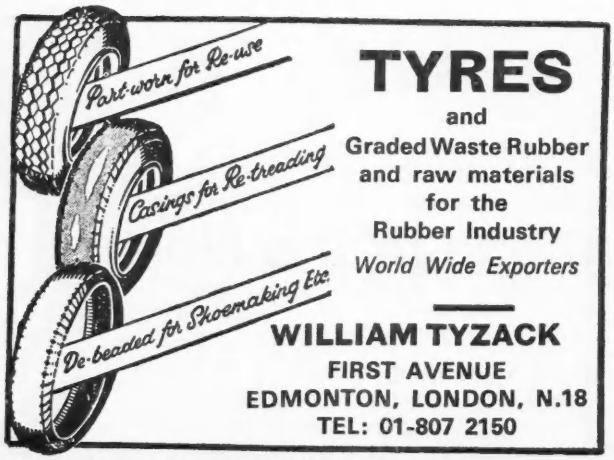
Offers are invited for the purchase of the undermentioned tug 'as lying' at HM Dockyard, Plymouth.

'CAPABLE' Steel, built 1946. GT 831. NT 182. Length (BP) 165 ft. Breadth (mld) 35 ft. Depth (mld) 18 ft. 6 in. Light Displacement 890 tons. Engine: Hall Russell & Co. Ltd., twin screw, oil fired, steam reciprocating, triple expansion, IHP 3,000.

Copies of form of purchase agreement, further particulars, plans and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060 ext: 28.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "Capable" ' and must be received not later than *noon* on March 29, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.



MINISTRY OF DEFENCE

March 21/22, 1973 Miscellaneous Stores

Location: The Golden Lion Hotel, King Street, Stirling

Auctioneers: Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow G31 1AW (Tel: 041-554 3447/9)

Miscellaneous stores including; textiles: footwear, canvas sheeting and tentage. Arctic and foulweather clothing; greatcoats, industrial, electrical, electronic plant and equipment; ferrous and non-ferrous scrap metal; aircraft tyres and spares and equipment; paints, and oils; stacking chairs; photographic equipment; batteries; electrical telephone and wireless equipment; ball and roller bearings; carpets, rugs; solid fuel; stop watches; binoculars; telescopes; electric lanterns; DC electric motors and generators; fire pumps; marine diesel engine; fork lift trucks; mobile cranes, etc.

March 27, 1973 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon (Tel: 08692 2073)

Miscellaneous stores including: 41 Austin Gypsy vehicles, 10 Triumph 500cc motor cycles. Textiles, clothing; furniture; miscellaneous kitchen equipment; a large quantity of trouser liners; vehicle washing plant; Coventry Climax fire pumps; machine tools; hand tools; tool kits; charging sets; stirrup pumps; fork lift trucks; electrical spares and instruments; watches; telephone sets, switchboards; scrap ferrous and non-ferrous metals, etc.

April 4, 1973 Miscellaneous Stores

Location: Dining Hall, Cavalry Barracks, Butt Road, Colchester

Auctioneers: Fenn Wright & Co. (Dept. L), 146 High Street, Colchester, Essex CO1 1PW (Tel: 0206 46161)

Miscellaneous stores including: industrial tractor; cars; light commercial vehicles; generators; microscopes; engineers and carpenters tools; cooking equipment; first aid equipment; projectors and screens; cutlery; waterproof clothing; scrap ferrous and non-ferrous metals; field telephone equipment; charging sets; miscellaneous clothing; bedding; furniture; carpets and rugs, etc.

Catalogues of the above sales obtainable from relevant auctioneers two weeks prior to and up to date of sale, price 10p (postal order only).

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,083	1,012	series in £ million				series in £ million		
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	140	150	342	232	26	27	444	−143	587
1970	121	116	142	150	168	265	214	42	13	681	12	669
1971	123	119	141	140	165	24	−153	−4	36	1.051	317	734
1972				125 p	178 p		−365	−4	−28	18 p	−692 p	710 p
1970 4th qtr	123	118	144	157	174	81	72	23	15	228	60	168
1971 1st qtr	121	116	140	144	156	89	41	−1	−44	130	−62	192
2nd qtr	122	119	141	140	168	−67	−114	11	38	301	118	183
3rd qtr	123	120	141	140	168	−34	−59	−9	6	360	181	179
4th qtr	124	122	142	134	167	36	−21	−6	36	260	80	180
1972 1st qtr	121	123	145	137	167	−149	−110	−6	−29	59	−122	181
2nd qtr	126	126	144	122	185	−105	−142	−5	31	115	−53	168
3rd qtr	126	128	141	122	175	−86	−114	4	−24	−113	−284	171
4th qtr				121 p	183 p		1	11	−6	−43 p	−233 p	190 p
% change latest 2 quarters:												
on prev. 2 quarters	+2.3	+3.6	−0.6	−6.2	+1.7							
on a year earlier	+2.3	+6.1	+0.9	−11.3	+6.9							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade §	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services) ‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
			at 1966 prices	monthly averages						mid-month count	% of total employees	mid-month count	at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1963	1963	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969	122.9	125.6	102.4	82.3	131.8	5.4	121.4	119.8	71.1	531	2.3	200	165	165
1970	124.2	127.2	103.6	91.4	140.2	6.4	126.2	127.7	78.2	568	2.5	186	184	181
1971	124.9	126.7	103.8	108.5	153.4	9.4	132.6	137.7	88.5	737	3.2	129	205	194
1972			110.0	138.6	164.3	7.1			100.9	816	3.6	145	213	225
1970 4th qtr	125.0	128.8	103.6	93	144.0	7.7	127.3	131.4	81.7	582	2.5	176	199	190
1971 1st qtr	124.3	126.4	101.8	91	147.9	8.6	129.7	134.4	85.5	634	2.8	150	186	188
2nd qtr	125.1	127.0	103.2	95	153.2	9.8	133.1	137.2	87.1	709	3.1	128	212	197
3rd qtr	125.6	127.1	104.4	116	155.3	10.1	134.1	139.2	89.4	772	3.4	119	214	193
4th qtr	124.6	126.4	105.9	132	157.3	9.2	133.6	140.0	92.1	832	3.7	118	210	199
1972 1st qtr	122.3	125.4	106.3	121	159.7	8.0	135.0	141.6	95.7	870	3.8	124	204	211
2nd qtr	128.9	129.5	108.5	143	162.7	6.2	136.1	143.4	97.7	835	3.7	135	216	216
3rd qtr	130.0	132.1	111.8	141	165.4	6.5	139.4	146.0	102.2	809	3.6	146	192	215
4th qtr	133.3	135.0	113.7	149	169.4	7.7	148.4	149.1	107.8	754	3.3	176	241	258
May	129.6	129.9	108.0	150	162.6	6.1	136.2	143.4	98.1	833	3.7	135	208	214
Jun	129.3	129.4	109.5	153	163.7	6.1	136.1	144.1	99.6	805	3.5	139	227	217
Jul	129.8	132.3	112.5	127	164.2	5.8	137.3	144.9	100.0	807	3.5	141	209	197
Aug	129.3	131.8	111.9	156	165.5	6.6	139.6	146.0	103.5	808	3.6	147	137	182
Sep	130.8	132.3	111.0	139	166.4	7.0	141.2	147.0	106.8	812	3.6	150	230	264
Oct	132.6	133.9	112.4	149	168.7	7.9	144.8	148.2	107.6	779	3.4	163	251	261
Nov	133.4	135.2	113.0	157	169.3	7.6	147.5	149.1	108.2	756	3.3	177	238	261
Dec	133.9	135.9	115.2	142	170.2	7.7	152.9	149.7	108.4	727	3.2	188	235	253
1973 Jan			114.2	154 p	171.3	7.7	157.6 p	150.3 p	108.4 p	703	3.1	201	247 p	264 p
Feb							162.0 p	151.0 p		660 p	2.9 p	238		
% change latest 3 months:														
on prev. 3 months	+2.5	+2.2	+2.1	+1.7	+2.0		+9.0	+1.5	+2.2	−10.6		+26.7	+16.4	+9.9
on a year earlier	+7.0	+6.8	+7.8	+12.6	+7.7		+16.8	+6.6	+14.6	−19.0		+72.5	+16.1	+29.8

(‡) Not seasonally adjusted (§) On a balance of payments basis.

Unit value and volume index numbers for January

THE export unit value index, on a balance of payments basis, rose by 1½ per cent in January while the imports unit value index, which had risen substantially in November and December, increased by a little over one per cent. Consequently, the terms of trade index rose slightly, though not by enough to change the rounded index. The export unit value index in the last four months as a whole (October to January) was 4½ per cent higher than in the first half of 1972; the import unit value index in contrast, rose by more than 10 per cent between these two periods and as a result the terms of trade fell back by 5 per cent.

The unit value index for exports of manufactured goods rose by 4 per cent between the first half of 1972 and October–January. Within this group relatively large increases (about 6 per-cent) were recorded for unit values of metals, particularly non ferrous metals, and textiles where some effect of the sharp rise in raw wool prices is now showing in the unit values of exports of wool yarn and fabrics. The unit value index for exports of non-manufactures rose sharply in December and January, and in October—January as a whole was more than 7 per cent higher than in the first half of last year. The main cause of this increase was the sharp rise in unit values of textile fibres, mainly wool, which rose by about one-third between these periods.

The import unit value index for basic materials rose by 16 per cent between the first half of 1972 and October-January. This

TABLE 1. IMPORT AND EXPORT UNIT VALUE AND VOLUME INDEX NUMBERS ON A BALANCE OF PAYMENTS BASIS 1961 = 100

	Unit Value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports	Exports
1969	126	127	101	146	149
1970	131	136	104	155	154
1971	134	148	110	160	160
1972	143	157	110	177	159
1970 1st quarter	131	131	101	148	155
2nd quarter	132	134	102	157	155
3rd quarter	131	136	104	152	145
4th quarter	131	139	106	162	162
1971 1st quarter	131	143	109	160	150
2nd quarter	135	146	108	162	167
3rd quarter	137	149	109	157	166
4th quarter	137	152	111	161	159
1972 1st quarter	139	155	111	170	156
2nd quarter	140	157	112	175	162
3rd quarter*	[144]	[160]	[111]	[169]	[141]
4th quarter	152	162	106	195	178
1972 January	140	154	110	160	157
February	139	154	111	173	160
March	140	156	112	177	150
April	140	156	112	175	158
May	139	157	113	175	157
June	140	157	112	175	172
July	142	158	111	158	156
August*	[145]	[162]	[112]	[143]	[100]
September*	[146]	[160]	[110]	[206]	[168]
October	147	161	110	202	183
November	152	161	106	198	177
December	157	163	104	187	172
1973 January p	159	165	104	194	180

† Export Unit Value Index as a percentage of the Import Unit Value Index.
p Provisional estimates. * Affected by the dock strike. See Note (a).

TABLE 2. IMPORT AND EXPORT UNIT VALUE INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) 1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	99	102	96	98	99	101	100	102	98	100	101	103	101
1963	103	111	97	97	101	104	105	104	100	102	102	106	103
1964	107	115	103	95	105	106	108	106	101	107	107	107	105
1965	107	113	102	90	109	109	105	109	104	109	113	110	108
1966	109	114	103	84	114	113	107	114	106	111	120	114	113
1967	109	113	99	92	116	114	102	116	106	111	120	118	116
1968	121	120	107	107	135	123	108	126	113	115	131	128	128
1969	126	124	115	100	142	127	114	130	116	122	139	131	131
1970	132	132	121	98	148	136	118	140	126	127	155	141	138
1971	136	140	122	120	145	147	126	152	129	132	156	159	148
1972	143	153	128	120	151	157	135	161	134	139	160	172	156
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139
4th quarter	132	135	120	102	147	139	119	143	128	127	156	145	142
1971 1st quarter	133	136	120	111	144	143	123	147	132	130	156	151	145
2nd quarter	137	140	123	121	147	146	125	150	129	134	157	155	147
3rd quarter	138	142	123	125	149	149	128	154	132	133	157	161	150
4th quarter	138	143	122	122	147	152	128	157	130	133	156	167	152
1972 1st quarter	139	148	121	118	147	155	131	159	134	135	157	170	156
2nd quarter	140	149	125	117	148	156	133	161	136	139	158	172	155
3rd quarter*	[145]	..	..	..	..	[160]	..	..	..	..	..	..	..
4th quarter	152	162	140	124	158	162	139	166	138	144	165	177	161
1972 January	139	148	122	118	149	154	129	159	131	135	158	169	157
February	138	148	120	117	146	154	130	159	134	134	156	169	154
March	139	148	121	118	148	156	133	160	138	135	158	171	156
April	140	149	124	118	147	156	132	161	137	138	158	172	154
May	140	149	124	117	148	157	133	161	135	138	158	172	156
June	141	150	127	116	149	156	133	161	136	142	156	172	154
July	143	150	129	117	152	158	135	162	136	136	158	174	157
August*	[145]	..	..	..	..	[162]	..	..	..	..	..	..	..
September*	[145]	..	..	..	..	[160]	..	..	..	..	..	..	..
October	147	157	133	122	155	161	138	166	139	141	164	177	160
November	152	162	141	125	157	161	136	166	137	144	165	177	161
December	157	168	147	127	162	163	142	167	138	147	168	177	160
1973 January	159	172	151	129	162	165	149	168	143	147	170	178	163

* Affected by the dock strike. See Note (a).

increase followed a period of about two years in which the index has shown little change; it was mainly due to the sharp rises in unit values of hides and skins and of wool, although almost all the other commodities in the group showed a moderate increase in unit values over the period. The other major group of imports to show rapidly rising unit values in recent months has been food, drink and tobacco. The index for this group was 11 per cent higher in October–January than in the first half of last year. Between these periods there were particularly large increases in unit values of live animals, meat, fish, cereals and animal feeding stuffs; unit values of dairy products fell back by about 10 per cent. The unit value index for manufactured goods rose by 8 per cent between the first half of 1972 and October to January; the increase was widely spread within the group with only leather manufactures, where unit values rose sharply, diverging substantially from the average.

Trends in United Kingdom trade will be discussed in the article on the value of trade in February, which will be published in *Trade and Industry* later in the month.

Notes

(a) There is evidence that, as well as affecting the level of trade, the dock strike distorted the commodity composition of trade in the third quarter of 1972, particularly in August. This distortion means that the unit value and volume index numbers cannot be used as guides to the trend in the prices and volume of exports and imports in the quarter. This is because the unit value and volume index numbers are calculated using the price per unit of quantity and the quantity (usually weight) of goods exported or imported which are recorded under the detailed commodity headings in the *Overseas Trade Statistics*. If the commodity composition of trade under these headings remains broadly constant, then the index numbers are fair indicators of changes in the price and volume of imports and exports; if the commodity composition changes, then movements in the index numbers will reflect this change as well as changes in volume or price. The indices for 1972 as a whole are thought to be not substantially affected by the strike.

(b) The statistics in Table 1 are on a balance of payments basis; those in Tables 2-4 are on an *Overseas Trade Statistics* basis. The adjustments which have to be made to the figures recorded in the *Overseas Trade Statistics* to bring them to a balance of payments basis relate either to the coverage of the statistics or to the valuation of items which are recorded. These adjustments are described in greater detail in the annual Balance of Payments *Pink Book*. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of May 26, 1971.

(c) The index numbers on an *Overseas Trade Statistics* basis were first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

TABLE 3. IMPORT AND EXPORT VOLUME INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) 1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	106	101	107	100	101	100	102
1963	107	102	101	119	112	107	112	107	113	102	99	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	119	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	167	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185	123	126	148	187
1970	156	104	110	202	223	155	151	155	195	133	131	148	182
1971	162	104	101	216	241	164	159	165	215	142	137	154	205
1972	177	104	102	214	285	166	167	167	228	151	134	150	219
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
4th quarter	166	111	118	214	234	168	176	165	210	154	137	157	193
1971 1st quarter	165	109	104	241	236	147	134	151	187	129	123	147	177
2nd quarter	164	108	99	226	241	172	163	174	225	147	143	167	204
3rd quarter	155	99	103	193	231	164	170	163	213	138	132	147	217
4th quarter	166	105	98	216	252	172	168	173	226	161	149	154	222
1972 1st quarter	177	107	100	238	274	160	156	161	215	144	129	148	204
2nd quarter	179	106	104	217	285	174	171	176	246	157	143	158	222
3rd quarter *	[162]	..	..	..	..	[138]	..	..	..	..	..	..	..
4th quarter	192	110	112	215	318	191	206	189	253	175	156	171	240
1972 January	165	101	101	215	248	156	168	154	208	141	123	148	172
February	173	106	104	216	269	163	151	166	219	148	134	148	221
March	193	113	96	282	305	160	149	163	216	142	129	146	219
April	169	96	99	217	269	156	160	157	228	140	126	142	192
May	181	110	106	213	289	180	166	183	257	161	139	166	241
June	186	112	106	220	295	185	188	186	253	171	164	167	232
July	153	86	91	190	245	160	143	163	218	139	131	149	209
August *	[137]	..	..	..	..	[98]	..	..	..	..	..	..	..
September *	[196]	..	..	..	..	[157]	..	..	..	..	..	..	..
October	203	125	120	211	330	198	215	197	260	183	177	172	259
November	203	112	118	230	341	202	218	200	272	190	169	185	231
December	171	94	98	204	282	172	185	170	227	152	124	154	229
1973 January	216	132	122	246	348	189	183	192	260	170	154	173	250

* Affected by the dock strike. See Note (a).

UNIT VALUE AND VOLUME INDEX NUMBERS
continued

TABLE 4. IMPORT AND EXPORT VOLUME INDEX NUMBERS (SEASONALLY ADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1970 1st quarter	150	150	104	108	191	210	209	155	147	156	194	131	135	148	187
2nd quarter	158	158	103	114	194	228	226	155	148	156	197	132	139	148	184
3rd quarter	153	152	101	103	210	215	215	145	146	145	185	127	119	140	167
4th quarter	164	164	107	114	215	237	236	162	163	161	205	143	132	154	192
1971 1st quarter	162	162	107	105	231	234	233	150	144	152	195	133	128	146	177
2nd quarter	162	162	107	100	220	236	235	169	164	170	220	144	138	159	212
3rd quarter	160	160	102	101	202	239	239	170	175	169	218	142	137	157	213
4th quarter	165	165	100	96	213	256	256	166	155	170	225	150	144	154	219
1972 1st quarter	172	172	103	101	223	271	271	162	164	163	223	147	132	147	207
2nd quarter	174	174	104	103	208	271	271	169	171	170	235	154	137	150	224
3rd quarter *	[169]	..	..	..	..	..	..	[149]	..	..	..	..	..	..	..
4th quarter	193	193	109	112	216	327	327	185	191	185	253	166	150	169	239
1972 January	163	163	100	99	202	259	259	164	177	160	223	149	132	152	177
February	174	174	107	107	208	272	272	166	159	170	229	151	136	151	229
March	179	179	102	96	258	281	281	158	156	158	218	142	128	139	214
April	173	173	99	104	216	271	271	165	170	163	230	145	127	150	202
May	172	172	108	103	196	266	266	164	164	169	236	149	125	146	247
June	176	176	105	100	212	276	276	177	179	177	240	167	158	155	225
July	157	157	90	92	207	246	246	164	149	167	223	147	132	149	219
August *	[148]	..	..	..	..	..	..	[107]	..	..	..	..	..	..	..
September *	[205]	..	..	..	..	..	..	[175]	..	..	..	..	..	..	..
October	199	199	121	118	212	323	323	191	200	191	251	170	169	175	252
November	196	196	104	117	222	331	331	185	195	185	264	173	152	177	211
December	185	185	101	101	213	326	326	180	179	180	243	154	128	157	254
1973 January	193	193	115	106	212	326	326	187	186	188	259	170	155	168	241

* Affected by the dock strike. See Note (a).

RETAIL TRADES

Retailers' stocks in January

THE value of stocks at current prices held by retailers at the end of January showed an increase of 7 per cent over the corresponding month last year; at constant prices there was an increase of 2 per cent. These changes are much in line with the average increases prior to December.

LEVEL OF RETAILERS' STOCKS

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*

(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices:												
1966	124	126	127	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	152	158	157	169	183	159
1970	150	152	162	164	164	164	158	165	163	177	196	169
1971	N.A.	N.A.	174	175	179	181	169	176	178	193	210	186
1972	174	179	192	192	194	195	180	190	189	207	226	192
1973	186											
1969	*6*	*8*	*8*	*6*	*6*	*7*	*8*	*8*	*7*	*8*	*9*	*7*
1970	*6*	*4*	*2*	*4*	*2*	*3*	*4*	*4*	*4*	*5*	*8*	*6*
1971	*N.A.*	*N.A.*	*7*	*7*	*9*	*10*	*7*	*7*	*9*	*9*	*7*	*10*
1972	*N.A.*	*N.A.*	*11*	*10*	*8*	*8*	*7*	*8*	*6*	*8*	*8*	*3*
1973	*7*											
At constant (December 1960) prices:												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	120	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	134	144	125
1970	117	119	126	126	126	125	119	124	122	131	145	124
1971	N.A.	N.A.	124	123	125	126	118	122	123	133	144	127
1972	118	120	129	129	130	130	120	126	124	135	147	124
1973	120											
1969	*1*	*2*	*2*	*2*	*2*	*3*	*3*	*3*	*3*	*3*	*3*	*2*
1970	*1*	*–*	*–3*	*–1*	*–3*	*–2*	*–2*	*–2*	*–2*	*–2*	*1*	*–1*
1971	*N.A.*	*N.A.*	*–1*	*–2*	*–*	*1*	*–2*	*–2*	*1*	*1*	*–*	*3*
1972	*N.A.*	*N.A.*	*4*	*5*	*3*	*3*	*2*	*4*	*1*	*2*	*2*	*–2*
1973	*2*											

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

New companies registered

BELOW are details of new companies registered in Great Britain during February 1973 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	4,726	1	4,725
Over £100 but under £1,000	95	—	95
£1,000 but under £10,000	895	—	895
£10,000 but under £50,000	177	—	177
£50,000 but under £100,000	12	—	12
£100,000 but under £1,000,000	14	—	14
£1,000,000 and over	—	—	—
Total number	5,919	1	5,918
	£ thous.	£ thous.	£ thous.
Total amount of nominal capital	7,762	—	7,762

Companies registered in Great Britain in 1972 and 1973

	1972		1973	
	Number	Nominal capital £ thous.	Number	Nominal capital £ thous.
January	4,008	8,032	4,666	8,050
February	3,745	12,111	5,919	7,762
March	4,045	10,671		
April	4,182	9,931		
May	4,412	9,158		
June	3,777	5,561		
July	3,696	17,760		
August	5,689	7,827		
September	5,512	7,498		
October	5,096	16,655		
November	5,251	7,084		
December	4,567	15,343		
Total	53,980	127,631		

Turnover in January

THE total turnover of the catering trades in the three months November-January was 4 per cent more than in the preceding three months, at current prices and after allowing for normal seasonal movements. This is much in line with the rates of increase recorded in the latter part of 1972.

Recent percentage increases compared with a year earlier, based on non-seasonally adjusted data, for the main kinds of business are as follows:

		All caterers	Licensed hotels and holiday camps	Restaurants, cafes and fish and chip shops	Public houses	Canteens
1972	3rd quarter	12	15	15	10	5
	4th quarter	13	16	13	12	10
	January	13	14	12	14	9

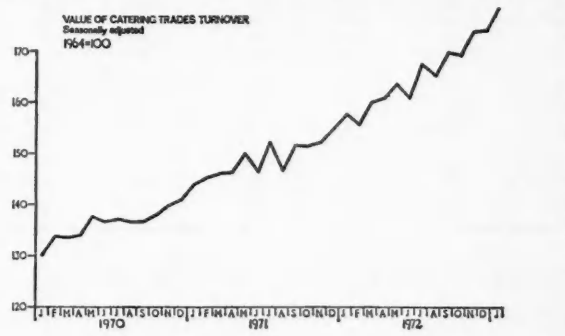
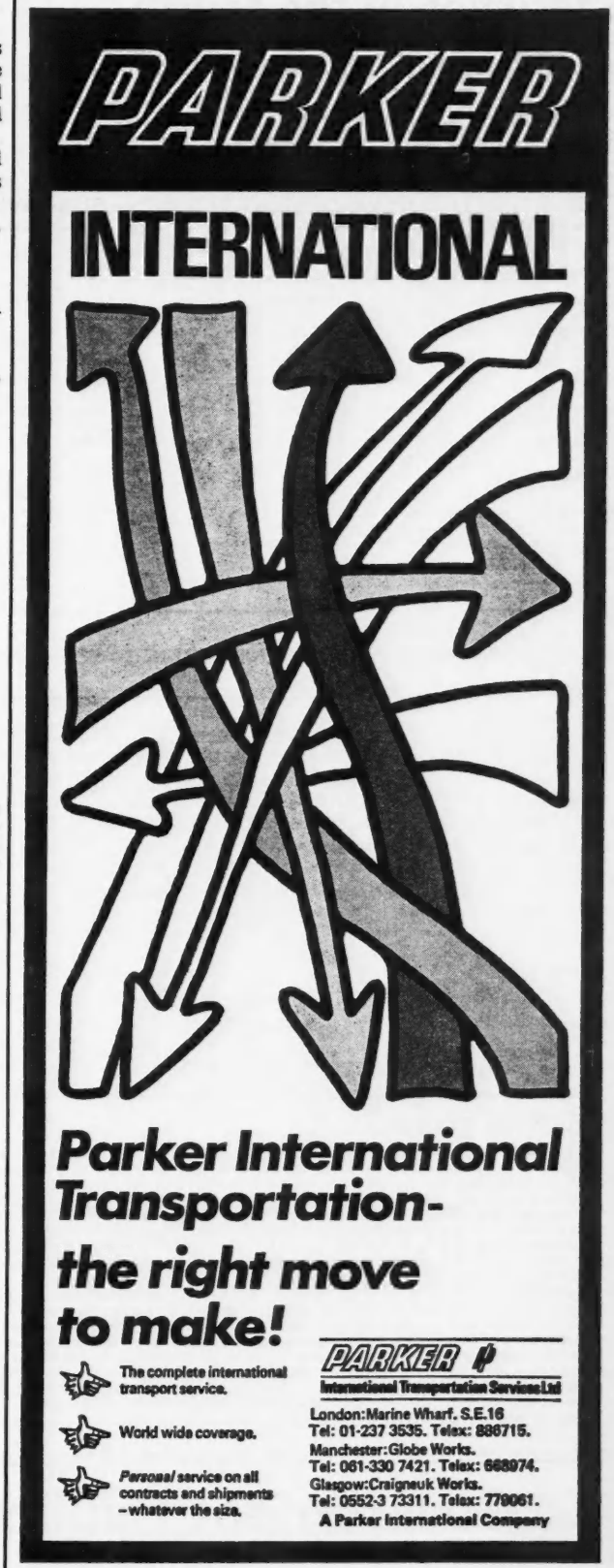


TABLE 1. TURNOVER OF ALL CATERERS SEASONALLY ADJUSTED

Index numbers of turnover per week (†) 1964 = 100

		Value at current prices (Turnover in 1964 — £1,985 million)
1964		100
1965		106
1966		111
1967		113
1968		117
1969		126
1970		136
1971		149
1972		165
1969	1st quarter	123
	2nd quarter	125
	3rd quarter	127
	4th quarter	129
1970	1st quarter	133
	2nd quarter	136
	3rd quarter	137
	4th quarter	140
1971	1st quarter	145
	2nd quarter	148
	3rd quarter	150
	4th quarter	153
1972	1st quarter	158
	2nd quarter	162
	3rd quarter	168
	4th quarter	173
1972	July	167
	August	165
	September *	170
	October	169
	November	174
	December *	174
1973	January	179
1972	August-October	168
	November-January 1973	175
Percentage increase		*4*

† The monthly periods consist of four weeks except those marked * which are of five weeks. The January 1973 period was the four weeks from December 31, 1972 to January 27, 1973. The January 1972 period was the four weeks from January 2, 1972 to January 29, 1972.



Office development statistics in the fourth quarter and the year 1972

THE Department of the Environment report that 67 fewer permits were issued in the South East Region for office development in 1972 than in 1971 and the amount of floor space covered by the total number issued in 1972 fell by 1.4 million sq. ft. The average amount of floor space per permit increased slightly between the two years from 55.4 thousand sq. ft. in 1971 to 60.5 thousand sq. ft. in 1972.

Fourth quarter of 1972

In the fourth quarter of 1972, the number of permits issued fell to 77 compared with 115 in the previous quarter and the floor space covered by permits fell from 6.2 million sq. ft. to 4.0 million

TABLE 1. OFFICE DEVELOPMENT PERMITS—SUB-DIVISIONS OF SOUTH EAST PLANNING REGION

	Central London Area			GLC Area (excluding Central London)			Total GLC Area		
		Thousand sq. ft.			Thousand sq. ft.			Thousand sq. ft.	
	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished
1965 August-December	33	1,242	587	61	609	319	94	1,851	906
1966	69	1,229	676	142	1,700	906	211	2,929	1,582
1967	84	2,483	1,052	172	2,039	717	256	4,522	1,769
1968	127	6,601	4,051	169	2,099	518	296	8,700	4,569
1969	154	6,308	2,237	196	3,637	832	350	9,945	3,069
1970	266	10,921	4,827	238	5,110	895	504	16,031	5,722
1971	198	12,246	4,212	122	6,633	1,185	320	18,879	5,397
1972	139	10,302	3,788	125	7,299	1,496	264	17,601	5,284
1971 1st qtr.	62	3,754	802	44	2,537	350	106	6,291	1,152
2nd qtr.	54	3,523	1,334	35	2,273	457	89	5,796	1,791
3rd qtr.	44	2,651	1,347	24	1,005	153	68	3,656	1,500
4th qtr.	38	2,318	729	19	818	225	57	3,136	954
1972 1st qtr.	44	3,364	1,587	20	1,987	340	64	5,351	1,927
2nd qtr.	40	3,229	1,112	49	2,353	605	89	5,582	1,717
3rd qtr.	31	1,939	194	36	1,891	374	67	3,830	568
4th qtr.	24	1,770	895	20	1,068	177	44	2,838	1,072

TABLE 1. OFFICE DEVELOPMENT PERMITS—SUB-DIVISIONS OF SOUTH EAST PLANNING REGION *(cont'd)*

	Metropolitan Area (excluding GLC)			Total Metropolitan Area			South East (excluding Metropolitan Area)			Total South East		
		Thousand sq. ft.			Thousand sq. ft.			Thousand sq. ft.			Thousand sq. ft.	
	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished
1965 August-December	71	804	150	165	2,655	1,056	—	—	—	165	2,655	1,056
1966	160	1,566	285	371	4,495	1,867	25	207	47	396	4,702	1,914
1967	185	1,638	326	441	6,160	2,095	84	937	194	525	7,097	2,289
1968	270	2,476	476	566	11,176	5,045	28	842	139	594	12,018	5,184
1969	82	1,957	364	432	11,902	3,433	32	1,374	107	464	13,276	3,540
1970	63	2,883	365	567	18,914	6,087	55	4,074	325	622	22,988	6,412
1971	127	6,884	360	447	25,763	5,757	76	3,198	303	523	28,961	6,060
1972	90	4,729	178	354	22,330	5,462	102	5,239	350	456	27,569	5,812
1971 1st qtr.	26	860	70	132	7,151	1,222	19	744	121	151	7,895	1,343
2nd qtr.	32	1,141	77	121	6,937	1,868	24	790	84	145	7,727	1,952
3rd qtr.	40	2,158	65	108	5,814	1,565	12	437	18	120	6,251	1,583
4th qtr.	29	2,725	148	86	5,861	1,102	21	1,227	80	107	7,088	1,182
1972 1st qtr.	22	1,949	50	86	7,300	1,977	31	1,612	99	117	8,912	2,076
2nd qtr.	24	957	64	113	6,539	1,781	34	1,839	130	147	8,378	1,911
3rd qtr.	25	1,225	42	92	5,055	610	23	1,179	61	115	6,234	671
4th qtr.	19	598	22	63	3,436	1,094	14	609	60	77	4,045	1,154

NOTES TO TABLES

Commencement of Controls. In the London Metropolitan Region the control began in August 1965, but with retrospective application to November 5, 1964 for some projects as explained in the first Annual Report by the Board of Trade under the Act; this report was referred to in the Board of Trade Journal of August 5, 1966, page 324. The West Midlands Conurbation was brought within the control from August 14, 1965, while the parts of the South East and West Midlands Planning Regions not already controlled and the whole of East Midland and East Anglia Planning Regions came under control on July 21, 1966.

Removal of Controls. From February 25, 1969, the East Anglia Planning Region and the predominantly rural areas of the West Midlands and East Midlands Planning Regions were excluded from control. The remaining areas of the West Midlands and East Midlands Planning Regions were excluded from control on December 16, 1970.

Changes in exemption limit. From July 27, 1967, the exemption limit for permits was raised from 3,000 square feet to 10,000 square feet except in the Metropolitan Region. From February 25, 1969 this change was extended to the areas of the Metropolitan Region outside Greater London. The exemption limit in Greater London was raised to 10,000 square feet from December 16, 1970.

Modification of Control. From April 1, 1969, office development permits were in most cases no longer needed for developments within the curtilage of an industrial building for which an industrial development certificate was issued. The figures for the year 1968 included 168 permits of this type, with gross area 2,485,000 square feet (18 per cent of the total area of permits issued) and an area net of relinquishments of 2,103,000 square feet (24 per cent of the net total).

Definitions of Areas. The planning regions correspond to the new standard regions for statistical purposes as defined in the Board of Trade Journal of December 31, 1965, page 1567. Central London is the Greater London Conurbation Centre as defined in the General Register Office Census 1961 County Report: London. The Metropolitan Region, an area of some 40 miles radius from the Centre of London, is as defined in Schedule 2 of the Control of Office and Industrial Development Act, 1965, but from January 1, 1972 for statistical reasons the Outer Metropolitan Sub-division (Rest of Metropolitan Region) and the Outer South-East Sub-division (Rest of South East Planning Region) are as defined in the Regional Abstract of Statistics No. 7; the areas defined under the Act are unchanged.

Area relinquished. Comprises office floor space relinquished for demolition or change of use to non-office uses.

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TABLE 2. SIZE ANALYSIS OF PERMITS

Total South East Planning Region

	1968		1969		1970		1971		1972	
Thous. sq. ft.	No.	Gross area	No.	Gross area	No.	Gross area	No.	Gross area	No.	Gross area
Up to 10	401	1,965	263	1,242	301	1,754	42	226	32	207
11—20	98	1,424	67	997	96	1,414	136	2,104	110	1,656
21—50	54	1,687	70	2,173	112	3,612	186	6,045	158	5,116
Over 50	41	6,942	64	8,864	113	16,208	159	20,586	156	20,590
Total	594	12,018	464	13,276	622	22,988	523	28,961	456	27,569
Average area per permit		20.2		28.6		37.0		55.4		60.5

GLC Area

	1968		1969		1970		1971		1972	
Thous. sq. ft.	No.	Gross area	No.	Gross area	No.	Gross area	No.	Gross area	No.	Gross area
Up to 10	188	922	225	1,043	292	1,707	16	90	18	114
11—20	45	640	39	563	72	1,050	93	1,441	68	1,017
21—50	33	1,037	41	1,266	66	2,100	111	3,627	92	2,999
Over 50	30	6,101	45	7,073	74	11,174	100	13,721	86	13,471
Total	296	8,700	350	9,945	504	16,031	320	18,879	264	17,601
Average area per permit		29.4		28.4		31.8		59.0		66.7

South East (excluding GLC)

	1968		1969		1970		1971		1972	
Thous. sq. ft.	No.	Gross area	No.	Gross area	No.	Gross area	No.	Gross area	No.	Gross area
Up to 10	213	1,043	38	199	9	47	26	136	14	93
11—20	53	784	28	434	24	364	43	663	42	639
21—50	21	650	29	907	46	1,512	75	2,418	66	2,117
Over 50	11	841	19	1,791	39	5,034	59	6,865	70	7,119
Total	298	3,318	114	3,331	118	6,957	203	10,082	192	9,968
Average area per permit		11.1		29.2		59.0		49.7		51.9

sq. ft.; in the fourth quarter of 1971, 107 permits covering 7.1 million sq. ft. were issued. Applicants for permits issued in the fourth quarter stated that 1.2 million sq. ft. of the floor space applied for would be offset by demolition of existing offices or conversion to non-office use. If permits for continuing use of existing offices are also deducted, the net potential addition to office floor space in the fourth quarter was 2.5 million sq. ft., compared with 5.6 million sq. ft. in the fourth quarter of 1971 and a quarterly average of 5.0 million sq. ft. for 1972 as a whole.

Annual comparison

The total area of the 456 permits issued in 1972 was 27.6 million sq. ft.; in 1971 523 permits covering 29.0 million sq. ft. were issued. Included in the 1972 total were 59 permits with a floor area of 1.5 million sq. ft. issued for change of use from non-office to office use and 37 permits (1.6 million sq. ft. in area) for continuing use as offices. In terms of area the 1971 figures for these two categories were 1.3 million sq. ft. and 2.2 million sq. ft. respectively.

Gross area and area relinquished

Out of a total floor space of 27.6 million sq. ft. covered by permits issued in 1972, 5.8 million sq. ft. was claimed by applicants to be space relinquished by demolition or change from office to non-office use. The percentage of total area offset by relinquishments was 21 per cent in 1972 and in 1971. In 1970, the figure for the South East Region was 28 per cent.

Distribution within the South East Region

354 permits were issued in 1972 for office development in the London Metropolitan Region covering 22.3 million sq. ft. (81 per cent of the total area covered by permits in the South East Region as a whole), 24 per cent of this was offset by relinquishments. 264 permits were issued in the GLC area covering 17.6 million sq. ft. and 139 permits covering 10.3 million sq. ft. were issued in the Central London area. Relinquishments in these two areas accounted for 30 per cent and 37 per cent of the gross areas respectively. Permits issued in the GLC area accounted for 64 per cent of the total area covered in the South East as a whole while those issued in Central London accounted for 37 per cent of the South East total. The comparative figures for 1971 were 65 per cent and 42 per cent respectively.

Size of permits

Table 2 gives the distribution by size of permits issued. This has been affected by the changes in control listed in the notes which have tended to thin out the numbers in the lower size ranges. The number of permits issued in the South East Region in all size ranges fell in 1972 compared with the previous year, although the amount of floor space covered by permits for development in the over 50,000 sq. ft. category approximately equalled the 1971 figure.

New companies incorporated in Northern Ireland in January

DURING January 1973, 51 private companies (including one private company limited by guarantee and having a share capital) with a total nominal capital of £546,510 were incorporated in Northern Ireland.

This compares with 35 private companies with a total nominal capital of £266,700, and one private company limited by guarantee, not having a share capital, during the same period of 1972.

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Orders and deliveries

In the three months ended December 1972 net new orders received by the textile industry were provisionally estimated to have been 5 per cent more than in the three months ended September 1972; deliveries were 3 per cent more. Orders-on-hand at the end of December were 5 per cent more than at the end of September. These comparisons are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	117		105		100	
1964	129		106		103	
1965	124		103		104	
1966	105		97		102	
1967	118		102		99	
1968	144		118		111	
1969	134		113		113	
1970	125		112		114	
1971	126		113		113	
1972 p	135		124		122	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1970 1st quarter	137	132	118	113	114	114
2nd quarter	130	129	109	110	117	114
3rd quarter	127	131	102	116	105	114
4th quarter	125	125	119	110	121	115
1971 1st quarter	123	118	113	106	114	113
2nd quarter	126	124	115	116	112	110
3rd quarter	117	120	95	110	104	114
4th quarter	126	126	129	120	120	114
1972 1st quarter	132	125	117	110	110	110
2nd quarter	129	124	119	120	121	121
3rd quarter	125	128	113	131	118	126
4th quarter p	135	135	149	138	138	130
1971 May	126	123	120	122	119	118
June	126	124	113	113	111	109
July	119	119	76	101	98	115
August	118	120	94	118	99	115
September	117	120	115	110	116	112
October	118	119	129	116	125	117
November	120	118	133	110	127	116
December	126	126	126	135	108	108
1972 January	129	126	121	119	111	117
February	129	125	103	97	104	100
March	132	125	126	114	116	114
April	129	123	110	112	117	119
May	130	124	124	126	123	124
June	129	124	123	120	124	120
July	127	129	104	139	110	124
August	123	128	97	125	110	125
September	125	128	137	128	133	129
October	132	134	165	145	142	127
November	133	132	150	123	145	127
December p	135	135	133	145	128	136

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30, 1970 (page 587).

Made-up clothing: orders and deliveries

In the three months ended December 1972 net new orders received by the clothing industry were provisionally estimated to have been 2 per cent less than in the three months ended September 1972; deliveries were 4 per cent higher. Orders-on-hand at the end of December were 3 per cent lower than at the end of September. These comparisons are based on the seasonally adjusted series in the accompanying table.

The provisional figures for orders-on-hand and net new orders previously published for November have been revised substantially downwards. The earlier figures were derived from a smaller sample of firms than usual and have been amended to take account of additional information which has since been received.

MADE-UP CLOTHING

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	107		101		100	
1964	112		104		104	
1965	137		112		109	
1966	114		106		109	
1967	124		107		105	
1968	148		110		107	
1969	143		107		107	
1970	155		112		111	
1971	184		120		116	
1972 p	194		121		121	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1970 1st quarter	140	149	109	114	110	110
2nd quarter	151	142	115	106	109	110
3rd quarter	142	151	105	115	110	110
4th quarter	155	155	121	115	114	112
1971 1st quarter	153	169	118	121	119	116
2nd quarter	184	183	130	123	113	116
3rd quarter	161	176	102	112	115	116
4th quarter	184	184	131	121	118	118
1972 1st quarter	169	179	111	116	119	118
2nd quarter	194	188	131	123	117	118
3rd quarter	178	195	112	125	120	121
4th quarter p	194	189	135	122	126	126
1971 August	160	173	81	109	104	116
September	161	176	132	121	130	115
October	167	176	143	119	133	119
November	185	180	153	123	124	117
December	184	184	96	123	99	117
1972 January	179	178	102	116	110	124
February	173	178	109	110	118	110
March	169	179	122	121	128	119
April	174	185	131	129	122	120
May	202	197	159	137	113	118
June	194	188	103	101	115	116
July	179	178	93	106	118	123
August	183	197	113	151	108	120
September	178	195	129	118	136	120
October	192	201	163	135	141	126
November	209 r	202 r	161 r	130 r	134 r	127 r
December p	194	189	79	103	104	124

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MAN-MADE FIBRES

Production in January

In the three months ended January 1973 the volume of production of man-made fibres, seasonally adjusted, was estimated to have been 6 per cent more than in the three months ended October 1972. Total production by weight of man-made fibres in January was 25 per cent higher than in January 1972 with output of continuous filament 14 per cent more and staple fibre 35 per cent more.

FIBRE PRODUCTION

Thousand metric tons (†)

	Total	Continuous filament (singles)	Staple fibre
1964	374.3	171.5	202.8
1965	391.0	179.8	211.2
1966	399.9	186.6	213.3
1967	433.2	198.9	234.4
1968	539.1	241.8	297.4
1969	553.9	252.5	301.5
1970	599.4	257.6	341.9
1971	613.1	276.4	336.7
1972	626.5	264.0	362.5
1971 1st quarter	157.2	72.1	85.1
2nd quarter	153.2	69.5	83.7
3rd quarter	147.8	66.3	81.5
4th quarter	154.8	68.5	86.4
1972 1st quarter	145.7	59.6	86.2
2nd quarter	161.9	65.8	96.0
3rd quarter	149.8	63.1	86.7
4th quarter	169.1	75.4	93.6
1972 January	48.0	22.6	25.3
February	45.2	17.1	28.1
March	52.6	19.8	32.7
April	52.3	20.3	32.0
May	56.4	22.9	33.5
June	53.2	22.7	30.5
July	51.0	20.6	30.4
August	48.5	20.2	28.3
September	50.3	22.3	28.0
October	56.1	25.8	30.3
November	56.2	24.7	31.4
December	56.8	24.9	31.9
1973 January	60.0	25.8	34.2

(†) From July 1967, the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

INDEX OF VOLUME OF PRODUCTION 1963 = 100

1964	117	
1965	129	
1966	142	
1967	154	
1968	201	
1969	213	
1970	238	
1971	252	
1972	257	
	Actual	Seasonally adjusted
1971 1st quarter	263	252
2nd quarter	253	244
3rd quarter	241	257
4th quarter	250	254
1972 1st quarter	241	231
2nd quarter	262	253
3rd quarter	243	257
4th quarter	281	286
1972 January	250	242
February	230	218
March	243	233
April	253	240
May	265	253
June	267	266
July	237	244
August	232	263
September	260	266
October	277	284
November	284	278
December	282	297
1973 January	298	289

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1972, and may be subject to slight revision when the complete figures for 1973 are incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375). Tel. 01-799 5688, ext. 111 or 264.

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C 96 Metal hollow-ware (25½p)
C 98 Production of man-made fibres (25½p)
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C108 Made-up household textiles and handkerchiefs (30½p)
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C200 Provisional results (46½p).

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Monthly at £1 a year post free:
Airline operations for October.

Service and distributive series (by annual subscription only)

Monthly at £2 each a year post free:
Food shops for January
Clothing and footwear shops for January
Durable goods shops for January
Miscellaneous non-food shops for January.

Monthly at £1 each a year post free:
Instalment credit business of finance houses for January
Instalment credit business of retailers for January.

A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday March 9, 1973.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Rangi's Catch Episode 1: The Mysterious Campers	BR/E 36668/11/3/78	16	March 6	Children's Film Foundation Ltd.	Michael Forlong Productions Ltd. (for Children's Film Foundation Ltd.)
Rangi's Catch Episode 2: Escaped Convicts	BR/E 36669/11/3/78	15	March 6	Children's Film Foundation Ltd.	Michael Forlong Productions Ltd. (for Children's Film Foundation Ltd.)
Rangi's Catch Episode 3: Escape and Capture	BR/E 36670/11/3/78	17	March 6	Children's Film Foundation Ltd.	Michael Forlong Productions Ltd. (for Children's Film Foundation Ltd.)
Rangi's Catch Episode 4: Caught at Sea	BR/E 36671/11/3/78	14	March 6	Children's Film Foundation Ltd.	Michael Forlong Productions Ltd. (for Children's Film Foundation Ltd.)
Rangi's Catch Episode 5: Packed in the Boot	BR/E 36672/11/3/78	16	March 6	Children's Film Foundation Ltd.	Michael Forlong Productions Ltd. (for Children's Film Foundation Ltd.)
Rangi's Catch Episode 6: Terror In The Caves	BR/E 36673/11/3/78	15	March 6	Children's Film Foundation Ltd.	Michael Forlong Productions Ltd. (for Children's Film Foundation Ltd.)
Rangi's Catch Episode 7: Jet Boat	BR/E 36674/11/3/78	17	March 6	Children's Film Foundation Ltd.	Michael Forlong Productions Ltd. (for Children's Film Foundation Ltd.)
Rangi's Catch Episode 8: Rangi's Catch	BR/E 36675/11/3/78	18	March 6	Children's Film Foundation Ltd.	Michael Forlong Productions Ltd. (for Children's Film Foundation Ltd.)
Review No. 7—26th Year	BR/E 36676/11/3/78	9	March 7	Data Film Distributors Ltd.	National Coal Board
Movietone News 2283	BR/E 36558/11/3/78	7	March 9	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2283 A	BR/E 36559/11/3/78	7	March 9	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Hungry For Sex	EC 36666/11/3/78	63	March 6	S.F. Film Distributors Ltd.	Lisa—Film GmbH. Munich
Hot and Blue	EC 36667/11/3/78	72	March 6	S.F. Film Distributors Ltd.	Films Francais de Court Metrage, Paris
			FOREIGN		
1776	F 36677	142	March 7	Columbia-Warner Distributors Ltd.	Jack L. Warner Productions Ltd.
Two Faces of Fear	F 36678	88	March 7	Border Film Productions (London) Ltd.	B.R.C. Produzione, Rome, and Fono Roma Sp.a. Rome.
Erotic Blue	F 36679	94	March 7	Border Film Productions (London) Ltd.	Lea Film, S.r.L. Rome

Amendments to the Register:
The registration number of the film 'I Am Available' registered on November 27, 1972, has been amended to EC 36490/3/12/77 and the name of maker corrected to R.O.C. Paris and Productions Jacques Roitfeld, Paris.
The registration number of the film 'Any Special Way' registered on November 27, 1972 has been amended to EC 36489/3/12/77 and the name of maker corrected to 'Rob Houwer Film, The Hague.'
The registration number of the film 'The Weekend Murders' registered on August 15, 1972 has been amended to EC 36356/20/8/77.
The registration number of the film 'The Black Belly of the Tarantula' registered on August 15, 1972 has been amended to EC 36355/20/8/77.
The registration number of the film 'I am Sexy' registered on February 6, 1973, has been amended to EC 36614/11/2/78.
The registration number of the film 'The Bounty Hunters' registered on February 6, 1973, has been amended to EC 36611/11/2/78 and the name of maker corrected to PEA Produzioni, Europee Associate S.A.S. Rome.

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Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Sept. 21 1972
Balance of payments:	
quarterly figures (Q)	Sept. 21 1972
trends in invisible transactions (Q)	Sept. 28 1972
Bankruptcy orders (Q)	Jan. 18 1973
Business names and limited partnerships (A)	Mar. 1 1973
Capital expenditure:	
distributive and service trades (A)	Apr. 28 1971
manufacturing, distributive and service industries (Q)	Mar. 8 1973
Catering trades turnover (M)	This week
Chemicals industry activity (Q)	Jan. 18 1973
Companies:	
acquisitions and mergers (Q)	Feb. 15 1973
new registrations:	
Gt. Britain (M)	This week
N. Ireland (M)	Feb. 1 1973
Computers, UK market (Q)	Jan. 25 1973
Construction work overseas (A)	Nov. 16 1972
ECGD business (Q)	Mar. 1 1973
Electronic capital equipment (Q)	Feb. 22 1973
Engineering industries, sales and orders (M)	Mar. 8 1973
Film industry:	
British Film Fund Agency returns (M)	Feb. 15 1973
cinema admissions and takings (M)	Feb. 1 1973
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Jan. 25 1973
trends in film going (A)	Aug. 19 1971
Food:	
consumption levels (6M)	July 20 1972
household consumption (Q)	Jan. 4 1973
Footwear industry	
production, orders and deliveries (M)	Feb. 15 1973
Foreign exchange, official reserves (M)	Mar. 8 1973
Foreign trade:	
EFTA (Q)	Mar. 23 1972
industrial countries production and trade (Q)	Feb. 15 1973
world exports of manufactures (A)	Sept. 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	Feb. 15 1973
Hire-purchase business (M)	Mar. 8 1973
Industrial development certificates:	
approvals (Q)	Apr. 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	Feb. 15 1973
N. Ireland index (M)	Feb. 8 1973
Wales index (Q)	Dec. 28 1972
Insurance companies, investments and assets (A)	Aug. 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept. 23 1970
industry's investment intentions (3 times a year)	Jan. 11 1973
investment and earnings overseas (A)	Mar. 23 1972
Machine tools, deliveries and orders (Q)	Dec. 14 1972
Man-made fibres:	
deliveries (Q)	Feb. 22 1973
production (M)	This week
production, quarterly analysis (Q)	Feb. 22 1973
Motor industry:	
car and commercial vehicle production (M)	Mar. 8 1973
estimated figures	Feb. 22 1973
motor trades turnover (M)	Feb. 15 1973
Office development permits (Q)	This week
Overseas trade of the UK:	
direct exporters and credit terms (A)	Apr. 13 1972
ECGD business (Q)	Mar. 1 1973
unit value and volume index numbers (M)	This week
value (M)	Feb. 22 1973
value, analysis of trends (Q)	Sept. 7 1972
Pension funds, investments and assets (A)	Aug. 10 1972
Retail prices index (M)	Feb. 22 1973
Retail trades:	
sales (M)	Mar. 8 1973
sales, N. Ireland (M)	Mar. 8 1973
stocks (M)	This week
Royalties, overseas transactions (A)	Mar. 30 1972
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov. 2 1972
Steel consumption and stocks (Q)	Feb. 22 1973
Stocks:	
distributive and service trades (A)	Apr. 28 1971
manufacturers' and distributors' (Q)	Mar. 8 1973
retail (M)	This week
Television, overseas payments and earnings (A)	Aug. 5 1971
Textiles:	
activity in the industry (Q)	Jan. 11 1973
cotton industry production (M)	Mar. 8 1973
hosiery production (M)	Feb. 22 1973
made-up clothing, orders and deliveries (M)	This week
orders and deliveries (M)	This week
wholesale houses' sales (M)	Mar. 8 1973
wool exports (Q)	Mar. 8 1973
wool output (M)	Mar. 8 1973
Tourism:	
foreign visitor arrivals (M)	Feb. 22 1973
overseas travel and tourism (A)	Dec. 21 1972
Wholesale prices:	
average prices of selected commodities (A)	Mar. 9 1972
index numbers (M)	Feb. 22 1973

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	Jan. 4 1973
Business Monitor titles	Sept. 21 1972
Customs notices of interest to exporters	Mar. 1 1973
ECGD local offices	Mar. 1 1973
Guide to DTI	Dec. 28 1972
Official Receivers' offices	May 20 1970
Programme of trade promotions	Jan. 18 1973
Release dates of economic statistics	Mar. 1 1973

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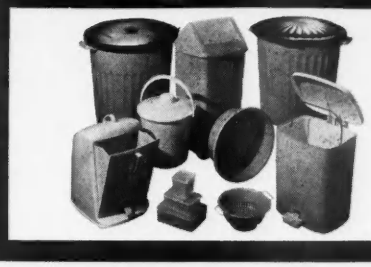

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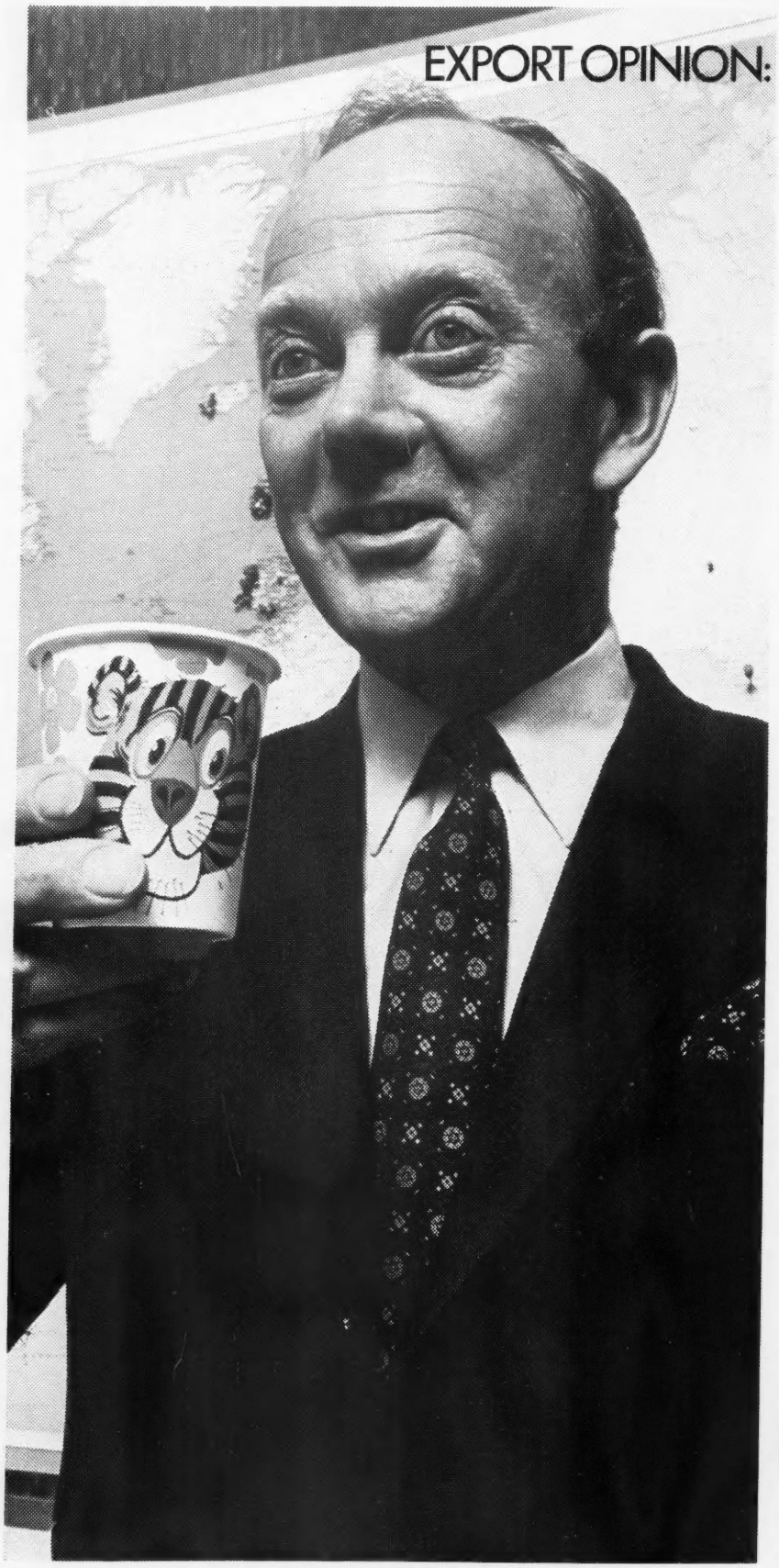

'TO SELL PROFITABLY ABROAD, YOU NEED THE SECURITY OF ECGD COVER.'

The man is D.G.S, Export Director of a company which has lifted its overseas sales by 60% since it took a fresh look at its exports operation three years ago.

The products are a traditional British speciality, tableware. In this case, they're paper-based and disposable, and feature a wide range of designs from classical to paper tigers.

The markets for this type of product are world-wide. Australia, Canada, Hong Kong and many countries in Africa are important markets. New outlets are being developed in Scandinavia, Switzerland and Germany.

The upsurge in the company's sales overseas dates from the re-organisation in 1970, since when exports have increased from £180,000 to £300,000.

The reasons for success include a switch from an ECGD selected markets policy to one covering whole turnover. 'We export profitably,' says D.G.S. 'and first of all we wanted security for our new exports division.' ECGD provides this security, covering against losses through overseas buyers' default or bankruptcy and political risks including transfer difficulties.

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